THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 53 YEARS THE CANNED FOODS AUTHORITY—1931

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Canned Shrimp . .

WHATEVER appetizing use the hostess has planned for your product, she must be assured of a PERFECT can of shrimp. If she doesn't get it—it's no easy job to get her to try canned shrimp again. No sea food calls for higher standards of packing—none is more delicious when it is packed just right. But shrimp simply doesn't lend itself to appetizing uses if quality has been neglected in the slightest degree. Consistent quality is the one best bet for future sales.

With canned shrimp, quality means a little extra care in canning methods—in the proper selection of equipment. The canner whose goal is a high quality brand accepts only fresh shrimp that are well iced. He guards against even slightly aged shrimps knowing they break up when packed with brine. He handles these promptly—piles them loosely in the blanching baskets so that they will curl properly. He sees to it that the blanching water is boiling when the baskets are placed in the tank. This doubly insures a proper curl. In his cannery he never uses copper coils. He thoroughly investigates every possible development that presents an opportunity for a higher quality product, such as C-enamel Cans and Vacuum Packing—factors that are proving their great value in many of the nation's leading canneries.

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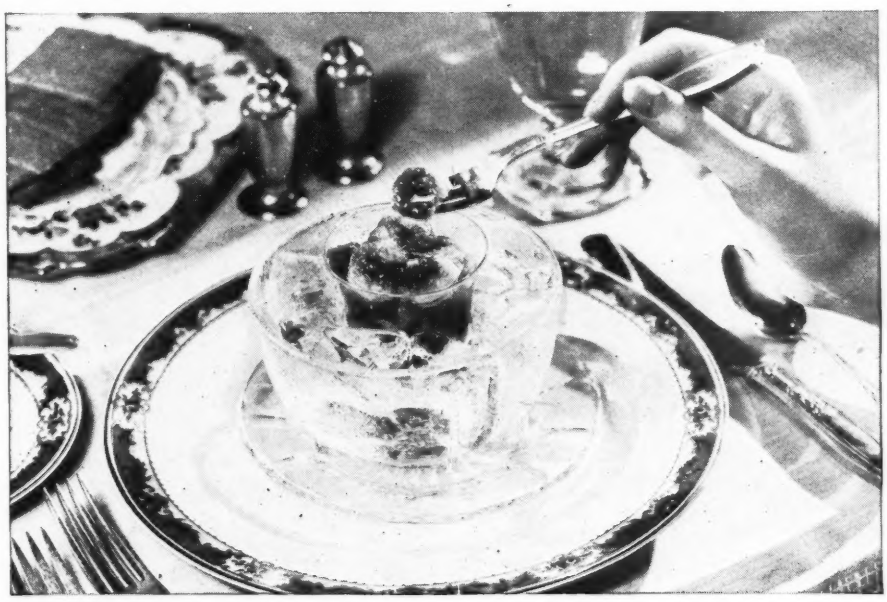

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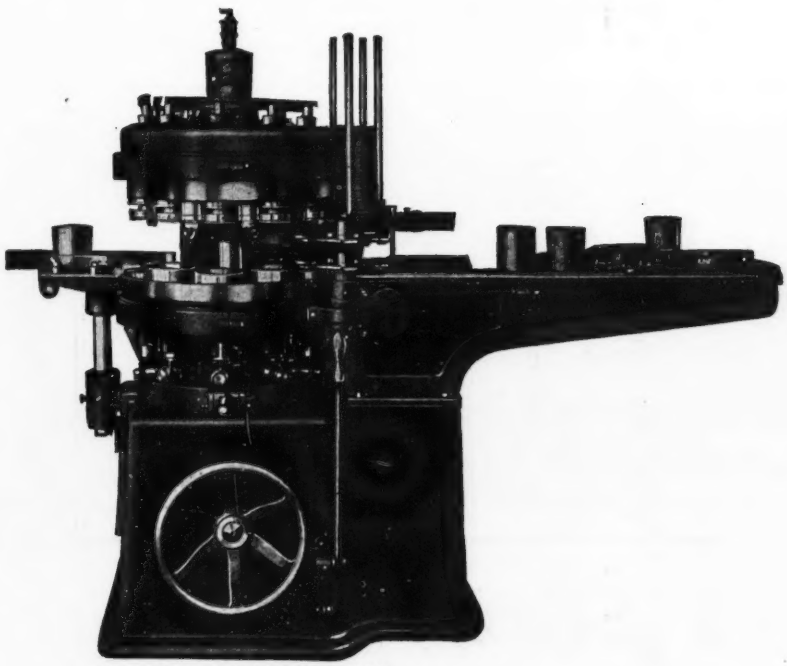

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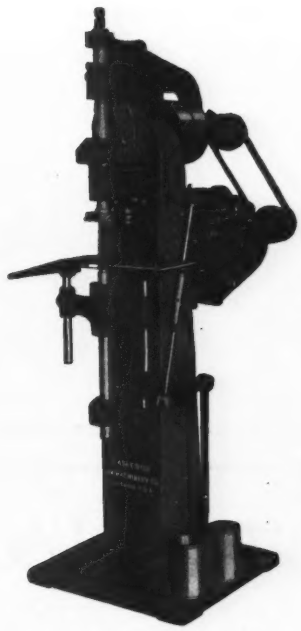

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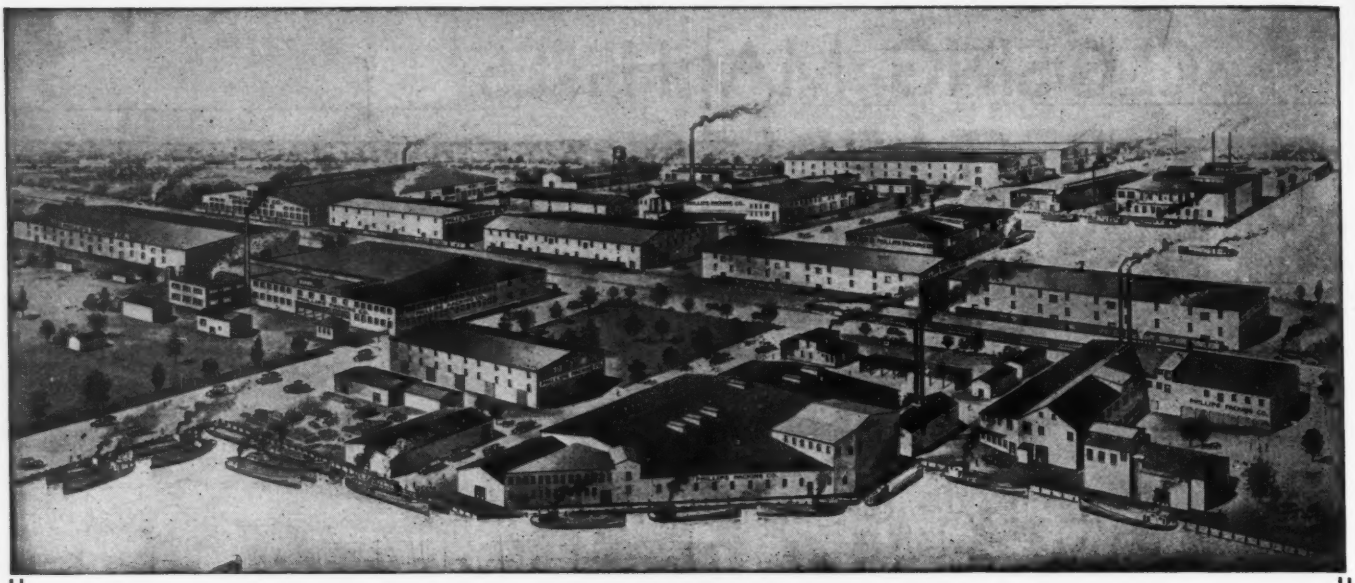

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Packers of HIGH CLASS FOOD PRODUCTS
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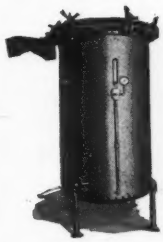

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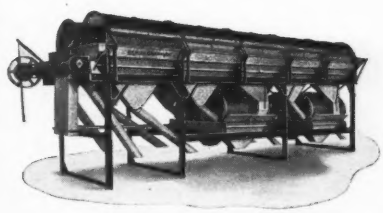

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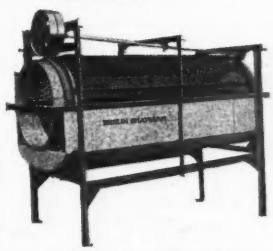

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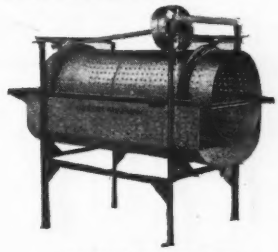

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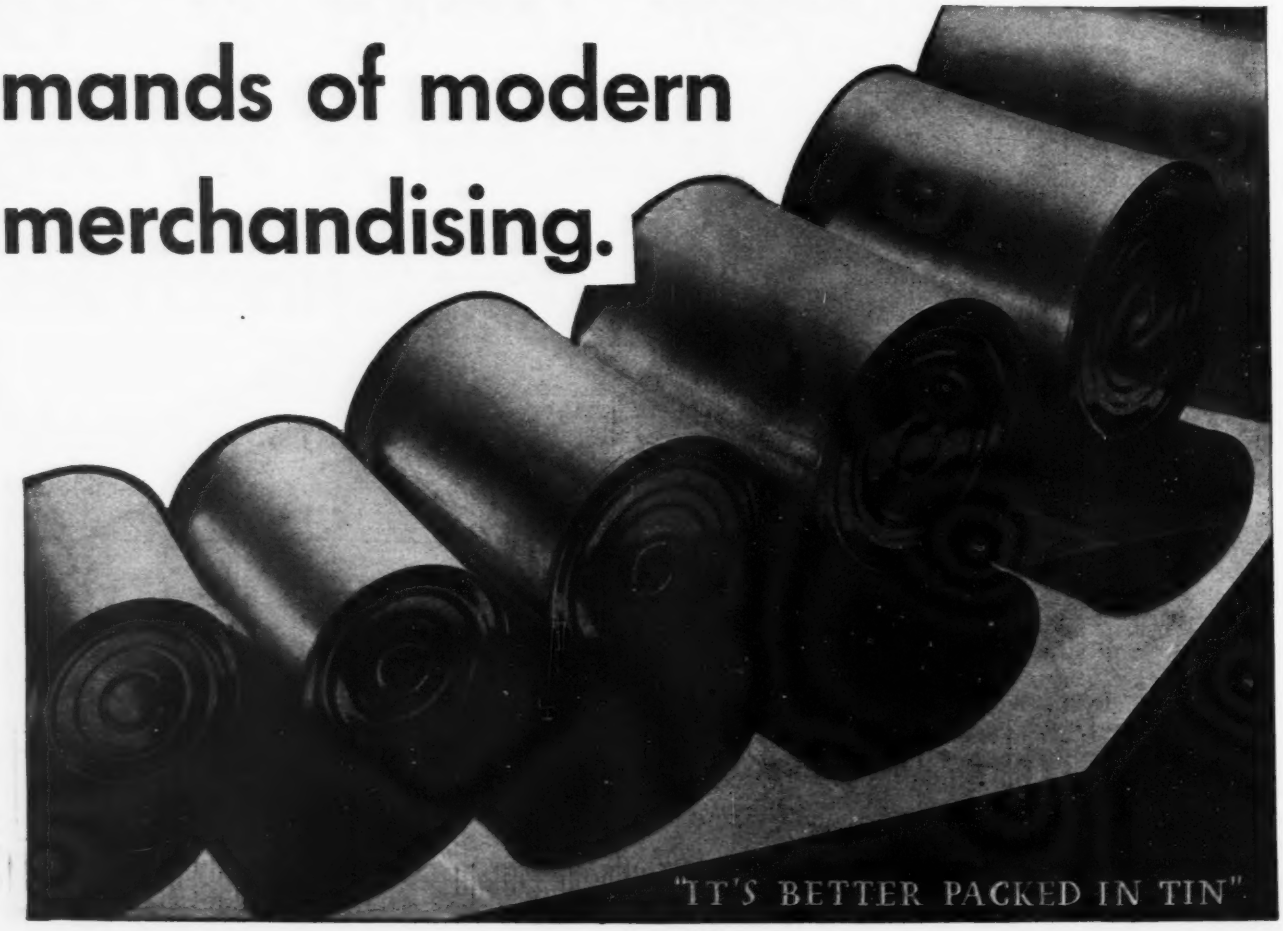

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-fourth year.

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, OCTOBER 12, 1931 No. 9

EDITORIALS

REAL OVERPRODUCTION—It required seven pages, 8x11 inches, of the recent bulletin of the National Wholesale Grocers Association, to record the laws attempted, or passed, in the National and State Legislatures during their 1931 sessions, affecting or threatening foods and other items handled by wholesale grocers. Digest that a moment. Mr. Francis L. Whitemarsh, Chairman of the Pure Food and Legislative Committee, compiled the list. Add all other laws or attempted laws to that list, and you get—a faint picture of our law-pest-ridden condition.

REPORT PROMPTLY—The industry has few better friends than R. S. Hollingshead, Assistant Chief, Foods Division, U. S. Department of Commerce. The reason for this is not only that he advocates canned foods, but he uses every available help his department can give to assist the exportation of canned foods, and to assist in the gathering and dissemination of definite statistical data covering the industry. That is a mighty big job done at the expense of the Government, and the industry should realize this. We save not only this heavy expense, but everyone knows that this department is thoroughly and completely unbiased, and can therefore be depended upon to give figures that are as near correct as it is humanly possible to get them. There is no canner nor anyone connected with the business who has any finger in the gathering, compilation or giving out of these figures. It would be difficult to even think of a finer, more dependable service than this, and it is a service all in the interest, and for the benefit, of the canners, if you can but wipe those cobwebs of fear for all statistics out of your mind.

On the first of this month the Department of Commerce sent out blanks asking for the quarterly reports on canned foods stocks held by canners and distributors, and intimated that if the recipients would return them promptly, they would be able to put out the figures within ten days. Think what that means! A quick counting of all the goods then on hand, so that you could know exactly where you stand in relation to the market. If you had that figure in hand, then when they take the next census, on January 1st, you could easily deduct the latest figure from this figure, and you would see exactly what the consumption has been. Then you can tell whether there are enough, too few, or too many, and you will know how to guide your course in selling the balance of your holdings. With such information you will be trading with your eyes open, in the full light of knowledge, instead of guessing at the market, and subject to every rumor or false steer that is engineered. Isn't that worth while? If you do not think so, then you ought not to be in business; you are not a business man.

If you have not returned the schedules, do so at once, and let them get through with this work. Your holding back your report does not put the goods out of existance; and if the packs were twice as heavy as they are, that fact would not affect the market in its present humor. Nothing affects it. So it is a good time, for even the most backward, to see and to know just how many cases of canned foods of all kinds are in existance today. As a matter of fact practically all the packs are lighter than ever known before; and if you knew how few cases of canned foods the jobbers were holding you would have a very much higher opinion of your holdings. But you can't expect the jobbers to report, and the canners hold out. Tell them honestly and tell them now, and help this splendid effort along.

Writing us recently, Mr. Hollingshead said: "Recently we took the census of the pack of canned peas and ten days after we mailed the questionnaires we had reports in our office which covered about 80 per cent of the pack. Had all the packers reported with the same speed, we could have published the figures within two

weeks of the date of mailing the forms. This service would have made the figures of still greater value, as the pack was even smaller than had, apparently, been expected."

The least this industry can do is to give wholehearted co-operation to the Department. That costs you nothing but a little time to fill out the blanks—and that is what you have most of right now—Time.

And we learn that they are about ready to start the census of the corn and the bean packs. When they ask for your figures, come across quickly and fully, and get the count finished, for your own sake, and for their sakes. Remember that not a figure of your own personal business will leak out anywhere. They take the totals, the computation being made in strict secrecy, and only the totals are published. There never has been a leak and there never will be, especially under present conditions, because a leak means a housecleaning and that some good jobs would be lost. Besides what good would be a leak under present market conditions?

There is everything to gain and nothing to lose, and we hope you will support it promptly and well.

BEGINNING TO HELP THEMSELVES—There are many indications which seem to point to much good that will come from the present condition of the canned foods market—good to the canners themselves and to their business. Adversity is a great teacher, and the canners are learning. Note, for instance, the number of canners who are now using real sales efforts to get their goods to the consumers. Tired of waiting for a third, disinterested party to sell their goods, tired of seeing their goods allowed to sit upon the retailers' shelves, forced to sell themselves or go unsold, the canners are seeking ways and means of getting the goods out and into consumption; and they are not resorting to the age-old and only method they formerly knew, price cutting. They have learned that price cutting is utterly useless and tremendously more expensive than innumerable other means of selling. "Billy" Roach (W. R. Roach & Co., Grand Rapids, Mich., if by any possibility you do not know them) is using attractive toy balloons bearing the story of Hart Brand canned foods, and the kiddies are begging mother to buy those goods, so they can have a balloon. That is getting home with the story, and not alone for this generation, but for the oncoming generations. J. LeRoy Farmer, out in Iowa, is giving away dolls for coupons found on their cans of food, Farmer Brand, and has been surprised at the rapidity of the growth in the demand for these dolls. These are premium stunts that are old but ever new, but they show the direction of the wind.

And then note the number of canners who have waked up to the need of telling something worth while on their labels, and then backing this up with neat folders, telling more about how the goods are grown and packed, right alongside of the garden patch where they are grown, and giving tasty formulae for the cooking or use of the goods. That is what the little housewife wants—new ways and better ways of using canned foods. There are a lot of canners now doing this and may their number increase! We have urged this time without number, and over these many years, but it took an almost complete stoppage in buying, and prices that meant losses on every case, to bring the industry to action. A visit among retailers of all kinds shows the canners first that the people are ready to pay a fair price for good goods, if they only knew about them, knew that they were even packed, and still more how they were packed, and how they could be used to the best advantage. It is not a matter of price to the consumer, so much as it is the knowledge that the goods are reliable, wholesome, tasty and cheap, even at higher prices than now asked. That discloses the field and the canners are beginning to work it.

Others are installing their own sales forces, backed up with sales methods of this kind and others, and these canners have come to realize that it does not pay to spread their packs over such wide territories that the consumer, who may like them, cannot get another can until the next season. So they are striving to limit the distribution of their packs to a comparatively small territory, with assurance to the distributors and retailers that they will always be ready to keep all demands supplied, and through that means to build up good will, and make that good will increase, through increased sales. That is merchandising.

We heard a lot about the new order of distribution, but it was simply the old order, cut down to minimum lots; a detriment to every canner and not anything of value, as a new thing is expected to be. But here is something new in distribution, and it is growing, and it will continue to grow, because it is right. It is an ill wind that blows nobody good; and if the canners but learn this new sales method well, and follow it, the depression will have been worth all it cost.

Deductions from the Almanac

By Loren J. Sherff
the well known Certified Public Accountant of Chicago

Do You Know?—

That there are FIVE HUNDRED THOUSAND PEOPLE (not including the growers of produce) in the United States dependent upon the CANNING INDUSTRY for their daily bread?

That the WAGES of the men and women employed in the canning industry as a whole comprise LESS THAN TEN PER CENT of the value of the finished product?

HAMACHEK IDEAL VINERS

Of all of the mechanical equipment used in a pea cannery none is as important as the pea hulling equipment. The equipment that saves Peas, reduces breakage and permits the satisfactory hulling of peas, when in such a state of maturity as to produce quality canned peas, is of utmost importance. For this reason, Frank Hamachek Ideal Green hulling machinery is playing a very important part in the production of better canned peas.

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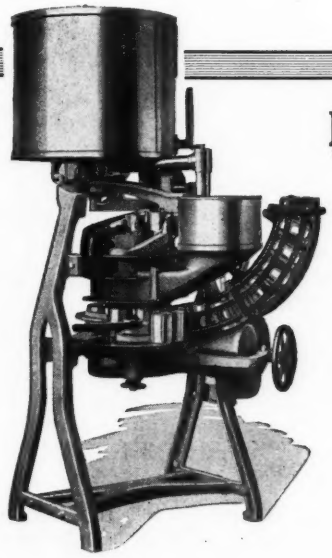
IDEAL VINERS, VINER FEEDERS, ENSILAGE DISTRIBUTERS and CHAIN ADJUSTERS



MORE FRIENDS EVERY SEASON

The Hansen Sanitary Corn Filler makes new friends every canning season. Operators like it because it is so easily operated and can be thoroughly cleaned in five minutes. The Chief likes it because he can depend upon it to turn out one hundred eighty cans per minute, because he does not need to worry about slack filled cans and because there is no waste to affect cost.

Hansen Sanitary Corn Fillers are the fastest, simplest and most sanitary Corn Fillers on the market. Use a Hansen and use the best.

Write for our General Catalog.

MASTER-BUILT TRADE HANSEN MARK MACHINERY — HANSEN CANNING MACHINERY CORPORATION

CEDARBURG, WISCONSIN

NcNary Mapes Standards for Peaches and Pears.

By W. D. Bigelow
Research Laboratories National Canners Association

IT has come to my attention that some canners of peaches and pears misunderstand the standards that have been promulgated by the Department of Agriculture for the fill of these products under the McNary-Mapes law. The standards provide, among other things, that in standard peaches and pears "the weight of fruit in the container is not less than two-thirds of the weight of water which the filled container will hold at 68 degrees F., except that when necessary to prevent crushing of the fruit a tolerance not exceeding the weight of one average piece is allowed."

Under "Definitions of Terms" the standards further provide that "the weight of the fruit in the container means the fruit material in both the solid and liquid components. It is thus equivalent to the 'put-in weight.'"

It appears that some canners of peaches and pears have overlooked this last statement and have assumed that these products would be classed as substandard if the cut-out weight of drained solids did not exceed two-thirds of the capacity of the can in avoirdupois ounces of water. This distinction is important, since it is well recognized that the cut-out weight of drained solids of such products varies with the density of the syrup and perhaps with other conditions.

It is evident that the Department of Agriculture has recognized that the cut-out weight of drained solids of peaches and pears is not within the control of canners, and has based the standard on the put-in weight, which is within the control of canners, and regarding which definite information can be secured by canners at the time of packing.

As an indication of the practical application of these standards to the packing of pears, I give below results obtained by weighing a few No. 2, 2½ and 10 cans of pears a few days ago in New York State. The cans were taken at random from the filling table and the packers did not know that they were to be taken for experimental purposes. Until after the work was begun it did not occur to us to count the number of halves in the individual cans for the purpose of determining the average weight of halves in each can. With the extra standard No. 10 pears it was the practice of the plant at which the work was done to pack from 40 to 45 halves to each can. We have, therefore, assumed that each can had the maximum number of halves in order that the figure calculated for the tolerance (equivalent to the average weight of one-half pear) should not be too great.

A No. 10 can holds 109.43 ounces of water at 68 degrees F. In order to escape being classed as substandard, therefore, a No. 10 can should contain at least two-thirds of that weight, or 73 ounces. It will be noted that the weight of pears in the No. 10 cans weighed varied fom 74 to 77 ounces. Without considering the tolerance, therefore, the weight of pears in these cans was amply sufficient to meet with the requirements of the standards promulgated under the McNary-Mapes Law.

PUT-IN WEIGHTS OF PEARS

Size of Can	Grade of Pears	Number of Halves	Wt. of Pears oz.	Av. wt. of hvs. oz.	Wt. Prs. -|-Tolerance. oz.	Required weight oz.
10	Ex. Std.	45(b)	76	1.7	77.7	73.0
10	"	45(b)	77	1.7	78.7	73.0
10	"	45(b)	75½	1.7	77.2	73.0
10	"	45(b)	74½	1.7	76.2	73.0
10	"	45(b)	74	1.6	75.6	73.0
2½	Fancy	8(a)	19½	2.4	21.9	19.9
2½	"	8(a)	19	2.4	21.4	19.9
2½	"	8	19¼	2.4	21.7	19.9
2½	"	8	19½	2.4	21.9	19.9
2½	"	8	19½	2.4	21.9	19.9
2½	Ex. Std.	13	21¼	1.6	22.9	19.9
2½	"	15	21¼	1.4	22.7	19.9
2½	"	13	19¾	1.5	21.3	19.9
2½	"	15	21½	1.4	22.9	19.9
2	Standard	8	13¼	1.6	14.9	13.7
2	"	10	13¾	1.4	15.1	13.7
2	"	10	14¼	1.4	15.7	13.7
2	"	6	13¼	2.2	15.5	13.7
2	"	11	15½	1.4	16.9	13.7

NOTES: The samples marked (a) were not weighed. The practice of the plant is to pack 7 or 8 halves of fancy pears per No. 2½ can.

The samples marked (b) were not weighed. The practice of the plant is to pack from 40 to 45 halves of Extra Standard pears per No. 10 can.

With fancy No. 2½ pears it was the practice of the canning plant to pack seven or eight halves per can. As shown in the table, the number of halves in three of the cans was counted and found to be eight in each case. A No. 2½ can holds 29.79 ounces of water at 68 degrees F., and it follows that two-thirds of that weight, or at least 19.9 ounces (substantially 20 ounces) of peaches or pears should be filled into No. 2½ cans. It will be noted that the weight of pears in the individual cans was less than this, varying from 19 to 19½ ounces. The cans were well filled and an additional half could not have been added without being crushed in closing.

However, it will be noted that the average weight of the individual halves was 2.4 ounces, and it will be remembered that this may be taken as a tolerance in well-filled cans. If we add this tolerance to the weight of pears in the individual cans, we find that the weight of pears plus tolerance varies in the individual cans from 21.4 to 21.9 ounces. This is well above the required weight.

With a No. 2½ extra standard pear the number of halves per can varied from 13 to 15. It is interesting to note that because of the smaller size of the halves

CONFIDENCE!

"Experience breeds quality
Quality breeds Confidence"

ROGERS BROS. in good times and in bad, through seven business cycles, have been building confidence, and have consistently maintained one standard of Quality – the highest that years of Experience in good breeding could produce —— ***BLOOD TELLS.***

ROGERS BROS. SEED COMPANY

Chicago

1876 ***Breeders & Growers for Quality Canners*** ***1931***

PEAS - SWEET CORN - BEANS

AYARS Latest Model
New Perfection

PEA and BEAN FILLER

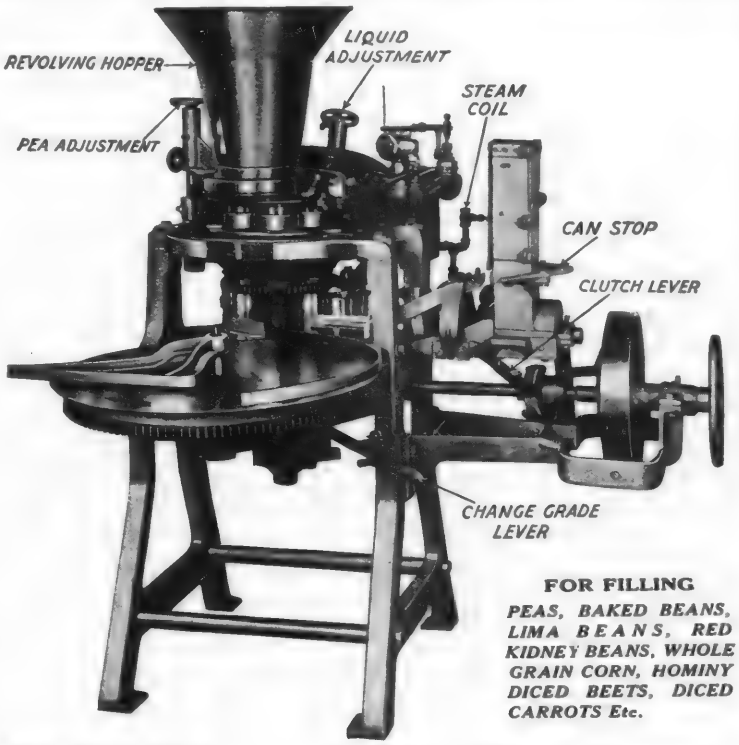
Only Filler on market with slowly revolving Hopper.

Hopper revolves slowly in opposite direction from the way filling pockets revolve insuring absolute uniform fill.

No-Can-No-Fill attachment that works perfectly.

Fills all grades, even small sticky peas without any variation in the fill.

Large Brine Tank Insures hot brine at all times.



FOR FILLING
PEAS, BAKED BEANS, LIMA BEANS, RED KIDNEY BEANS, WHOLE GRAIN CORN, HOMINY DICED BEETS, DICED CARROTS Etc.

AYARS MACHINE COMPANY, Salem, New Jersey

a greater weight was filled into the cans, and that the weight of the pears in the individual cans varied from 19¾ to 21½ ounces.

This is an illustration of the wisdom of the tolerance equal to the weight of one-half pear. This tolerance is lower in the case of the smaller pears, and in the smaller pears it probably is not necessary, at least, it was not in the cans examined in this work. However, in the larger pears it is not possible to pack into the can the weight of pears which the Department of Agriculture feels should be added to the can without taking the tolerance into consideration.

In the case of the standard No. 2 pears, it will be noted that, although the halves were small, the cans are also small, and the weight of pears in some cans was less than the required weight. The average weight of pears in the five cans was only slightly above the required weight without taking into consideration the tolerance. However, when we add this tolerance we find in the next to the last column that the weight of pears in all cans was well above the required weight.

It is suggested that all packers of peaches and pears repeat this work in their own plants and note carefully the weight of fruit they are putting into their cans. In order to do this, it is suggested that cans be taken at random from the filling table, cans which have been already filled, so that the packers will not know that they are to be used as a test. To weigh the contents of the cans, it is suggested that a dish be counterpoised on the balance and the pears from each can in succession be placed in the dish and weighed, and that the number of halves be counted.

The tolerance may then be calculated by dividing the weight of the halves by the number of halves in each can, and the results, if desired, may be arranged in tabular form as shown in the above table. The capacity in avoirdupois ounces of water at 68 degrees F. of eleven sizes of cans commonly used in the industry is given below:

Can Name	Can Makers' Description	Capacity (ozs.) water at 68° F.)	Two-thirds Cap. ozs.*
8Z Short	211x300	7.93	5.29
8Z Tall	211x304	8.68	5.79
Picnic (No. 1 Eastern)	211x400	10.94	7.29
No. 300	300x407	15.22	10.15
No. 1 Tall	301x411	16.70	11.13
No. 303	303x406	16.88	11.25
No. 2	307x409	20.55	13.70
No. 2½	401x411	29.79	19.86
No. 3	404x414	35.08	23.39
No. 10	603x700	109.43	72.95

*Minimum put-in weight for peaches and pears.
September 23, 1931.

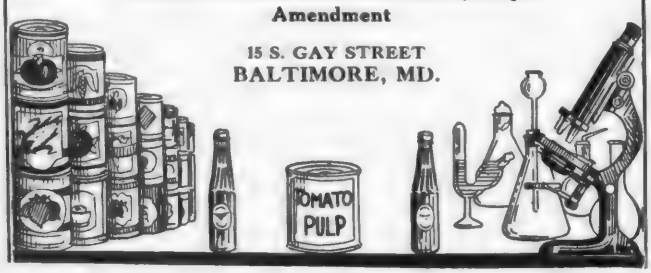
STRASBURGER & SIEGEL

U. S. Licensed Graders of Canned Foods

Pulp & Catsup Analysis

Tomatoes Graded under the McNary-Mapes Amendment

15 S. GAY STREET
BALTIMORE, MD.



SURVEY OF THE PRESERVING INDUSTRY, 1930

R. S. Hollingshead and C. E. Birgfeld,
Foodstuffs Division.

THE Bureau of Foreign and Domestic Commerce presents this report to the trade without estimates or analyses of the figures. It contains information of value, but it can be improved by expansion. Such a change depends entirely on the desires of the producers. Beyond question an earlier publication would be desirable, and could easily be made if schedules were returned promptly on their rceipt. This report was compiled within two weeks after the receipt of the last schedule included, and could have been published months earlier if all firms had sent in their reports as rapidly as was done by a considerable number.

This report embodies the results of the survey of the preserving industry for 1930, the second of its kind undertaken by the Foodstuffs Division, Bureau of Foreign and Domestic Commerce, Department of Commerce, at the request of the National Preservers Association, as a result of the individual suggestion of a considerable number of the members of the industry. Reports were received from concerns whose combined production in 1930 is estimated to have represented about 47 per cent of the total production of preserves, jams, jellies, fruit butters and citrus marmalade.

Although it is improbable that the firms reporting in 1930 are exactly representative of the industry, it is believed that total production figures can be estimated reasonably closely from the figures given in Table 1 by multiplying by 2.13.

This survey shows an improvement, from the viewpoint of the extent of the industry covered, over the survey conducted for 1929, which, based on cansus figures released subsequent to that report, represented only about 35 per cent of the industry. However, the extent of coverage is still relatively small compared with similar studies made on other industries, which represented as high as 70 and 80 per cent of the total production of these industries.

TABLE 1—1930 *Production by Major Classifications*

Product	Quantity Produced by 75 Reporting Firms 1930	Per Cent of Total
Preserves and Jams	68,365,174	50.4
Jellies	36,674,257	27.0
Fruit Butters	27,196,532	20.1
Citrus Marmalade	3,407,816	2.5
Total	135,643,779	100.0

Table No. 1 shows the production of the major groups in 1930 as reported by 75 cooperating firms. These figures are not comparable with the similar table in the report of the 1929 survey, as different firms reported. The changes in the relative amounts of the major groups produced in 1929 are shown in Table II, which follows. This is based on reports of the same 32 firms in each year.

TABLE 2—*Production Changes*, 1929-30
(As Reported by the Same 32 Firms)

Product	Quantity Reported by identical firms for each year 1929 Pounds	1930 Pounds	Per cent change 1929 to 1930 Inc.	Dec.
Preserves and jams	62,320,193	51,284,568	——	17.7
Jellies	30,088,003	26,404,808	——	12.3
Fruit butters	39,909,669	23,732,204	——	40.5
Citrus marmalade	1,959,417	2,820,519	43.9	——
Total	134,277,282	104,242,099	——	22.4

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

MADE BY

ZASTROW MACHINE CO.
INC.
1404-1410
THAMES STREET
BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW

Do the job right.

Peas accurately graded make a better appearance in the can to the buying public.

Why not add this appearance and lower sales resistance to your peas.

The Hydro-Geared Grader will give your peas this appearance.

Send for the names of satisfied users and ask *them.*

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

SHOULD BE
In Every Cannery Office
"A Complete Course in Canning"
As an insurance against loss

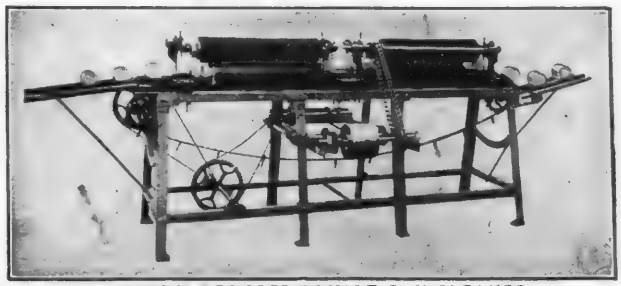
Published by
THE CANNING TRADE
Baltimore, Md.

WAREHOUSING
Field and Metropolitan warehousing, the first merging into the latter if desired.
FINANCING
Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.
SERVICE
General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

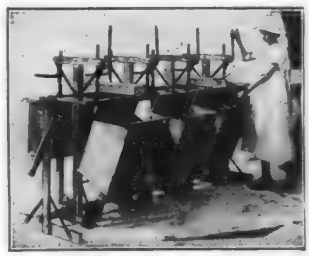
GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

WE ARE MANUFACTURERS

ROBINS RETORT



ROBINS-BECKETT DOUBLE CAN CLEANER



McSTAY-ROBINS BOX SEALERS

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* — Write for catalog — HARRY R. STANSBURY, *Vice-President*

All of the firms reporting did not show the type of containers used, but the production as given by 71 firms is shown in the next table. Most, if not all, of the production in "other" containers is believed to be wooden paids or other wooden packages.

TABLE 3—*Production by Type of Container in which packed*—1930

Container	Quantity Reported by 71 Firms	Per Cent of total
Glass	86,447,597	75.6
Tin	14,604,598	12.8
Other	13,250,328	11.6
Total	114,302,523	100.00

Production by Flavor in 1930

Forty-seven firms reported their production of preserves and forty-two of jellies by varieties in 1930. As the same firms did not report similar information in 1929, a direct comparison is impossisble, but an idea of the changes which took place can be obtained by referring to the percentages of each flavor produced in 1930 and 1929, respectively, as given in Table V. It will be noted that there is practically no change in preserves, although a number occurred in jellies.

TABLE 4—1930 *Production by Flavors*
(Based on Reports from 47 Firms)

	Preserves		1929
	Pounds	Per Cent	Per Cent
Strawberry	19,088,534	37.81	39.15
Raspberry	8,969,330	17.76	19.03
Peach	4,316,641	8.55	8.74
Blackberry	3,163,413	6.27	6.42
Apricot	2,197,423	4.35	5.96
Pineapple	2,547,721	5.05	5.05
Cherry	1,805,147	3.58	4.01
Loganberry	581,547	1.15	2.13
Plum	1,276,755	2.53	1.38
Other	6,543,887	12.95	8.13

TABLE 5—1930 *Production by Flavors*
(Based on Reports from 42 Firms)

	Jellies		1929
	Pounds	Per Cent	Per Cent
Grape	5,756,798	20.72	37.61
Apple	5,429,509	19.54	25.31
Currant	4,295,355	15.46	15.08
Raspberry	3,713,522	13.36	6.36
Blackberry	809,236	2.91	3.49
Crabapple	1,082,779	3.90	3.22
Strawberry	1,262,191	4.54	3.11
Quince	754,908	2.72	1.70
Mint	456,631	1.64	1.50
Other	4,225,435	15.21	2.62

Something over one-half of all the firms reporting on their 1930 production gave figures showing grades and flavors. The amounts of each grade and flavor, and the proportion of the grades for each flavor, are shown in Tables 6 and 7.

It is not possible to compare the weights of the various flavors and grades reported in 1930 with similar figures for 1929, on account of the difference in the firms reporting. An idea of changes taking place can be obtained, however, from Tables 8 and 9, which show for preserves and jellies the proportions of each grade and flavor produced in 1929 and 1930, respectively.

TABLE 6—1930 *Production of Preserves by Varieties and Grades.*
(Based on Reports from 47 Firms)

	Standard	Compound	Imitation
Strawberry, pounds	14,951,795	2,954,695	1,182,044
Per cent	78.3	15.5	6.2
Raspberry, pounds	6,719,853	1,495,392	764,085
Per cent	74.9	16.6	8.5
Peach, pounds	3,128,405	738,674	449,562
Per cent	72.5	17.1	10.4
Blackberry, pounds	2,154,575	629,753	379,085
Per cent	68.1	19.9	12.0
Apricot, pounds	1,749,571	352,591	95,261
Per cent	79.7	16.0	4.3
Pineapples, pounds	1,829,889	672,365	45,467
Per cent	71.8	26.4	1.8
Cherry pounds	1,502,463	261,907	40,777
Per cent.	83.2	14.5	2.3
Loganberry, pounds	399,281	150,977	31,289
Per cent	68.7	26.0	5.3
Plum, pounds	1,027,644	84,745	164,366
Per cent	80.5	6.6	12.9
Other, pounds	5,347,954	933,869	262,064
Per cent	81.7	14.3	4.0

(A rough estimate of the total production can be obtained by multiplying the above weights by 3.7.)

TABLE 7—1930 *Production of Jellies by Varieties and Grades*
(Based on Reports from 42 Firms)

	Standard	Compound	Imitation
Grape, pounds	4,869,255	848,738	38,805
Per cent	84.6	14.7	.70
Apple, pounds	562,315	1,142,998	3,724,196
Per cent	10.3	21.1	68.6
Currant, pounds	2,871,117	872,058	552,180
Per cent	66.8	20.3	12.9
Raspberry, pounds	1,277,775	951,251	1,484,496
Per cent	34.4	25.6	40.0
Blackberry, pounds	603,304	198,592	7,340
Per cent	74.6	24.5	0.91
Crabapple, pounds	1,013,741	69,038	——
Per cent	93.6	6.4	——
Strawberry pounds	422,580	762,411	77,200
Per cent	33.5	60.4	6.1
Quince, pounds	723,625	31,283	——
Per cent	95.9	4.1	——
Mint, pounds	323,625	106,929	26,077
Per cent	70.9	23.4	5.7
Others, pounds	1,516,952	180,764	2,527,719
Per cent	35.9	4.3	59.8

(A rough estimate of the total production can be obtained by multiplying the above weights by 3.6.)

TABLE 8—*Production of Preserves by Varieties and Grades*

	Standard (Per Cent)		Compound (Per Cent)		Imitation (Per Cent)	
	1930	1929	1930	1929	1930	1929
Strawberry	78.3	78.5	15.5	19.2	6.2	2.3
Raspberry	74.9	76.6	16.6	21.8	8.5	1.6
Peach	72.5	81.3	17.1	17.0	10.4	1.7
Blackberry	68.1	68.4	19.9	28.4	12.0	3.2
Apricot	79.7	92.3	16.0	5.0	4.3	2.7
Pineapples	71.8	60.8	26.4	37.4	1.8	1.8
Cherry	83.2	68.0	14.5	29.6	2.3	2.4
Plum	80.5	87.4	6.6	11.7	12.9	0.9
Other	80.7	90.4	15.2	4.9	4.1	4.7

TABLE 9—*Production of Jellies by Varieties and Grades*

	Standard (Per Cent)		Compound (Per Cent)		Imitation (Per Cent)	
	1930	1929	1930	1929	1930	1929
Grape	84.6	69.0	14.7	15.5	0.70	15.5
Apple	10.3	92.3	21.1	7.2	68.6	0.5
Currant	66.8	77.4	20.3	12.7	12.9	9.9
Raspberry	34.4	30.0	25.6	35.4	40.0	34.6
Blackberry	74.6	56.6	24.5	24.8	0.9	18.6
Crabapple	93.6	69.4	6.4	20.6	——	10.0
Strawberry	33.5	21.8	60.4	66.3	6.1	11.9
Quince	95.9	81.6	4.1	18.3	——	0.1
Mint	70.9	73.4	23.4	23.5	5.7	3.1
Others	35.9	50.6	4.3	44.2	59.8	5.2

For Pulping Tomatoes, Pumpkins, Squash, Sweet Potatoes, Apples, Prunes, Plums, Figs, Berries, Citrus Fruit, Etc.

The Indiana Pulper

THE outstanding pulping machine of the canning industry—tremendous capacity—minimum waste—maximum yield—greatest investment return.

An operating capacity of 500 bushels of tomatoes or other products of a light, watery texture, is not unusual with this Pulper. In fact it handles the product more rapidly than it can possibly be fed to it so that its capacity is almost unlimited and immeasurable.

The Indiana is so thorough in its action that all material worth saving is saved and the pomace discharged thoroughly dry. The machine is readily adjustable so that when material of poor grade is being run, the desired quality in the finished product may be maintained.

Only the best of workmanship and material go into the construction of Indiana Pulpers. It is highly essential that a Pulper be easy to keep clean and sweet to avoid a high mold count and spoilage trouble. The Indiana is so designed that the screen and frame can be quickly removed for thorough cleaning throughout.

Standard machines have all contact parts of bronze except shaft which is steel, and hopper, under-pan, hood and screens of copper. Monel metal throughout or other metals readily available if desired.

Let us send you complete information on the sturdy Indiana Pulper as well as other Langsenkamp equipment in which you may be interested. Just clip, fill in and mail the coupon below to

Sprague-Sells Corporation

Division of
Food Machinery Corporation
308 West Washington Street Chicago, Ill.

EXCLUSIVE AGENTS EXCEPT IN INDIANA FOR:

F. H. LANGSENKAMP COMPANY

Sprague-Sells Corporation
308 West Washington Street
Chicago, Illinois

You may send us complete information on the following Langsenkamp equipment:

☐ Indiana Pulper ☐ Improved Brush Finisher
☐ Indiana Chili Sauce Machine ☐ Indiana Colossal Finisher
☐ Indiana Paddle Finisher ☐ Kook-More Koils and Tanks
☐ Langsenkamp Copper Kettles, size.....gal.

Name.....

Address.....

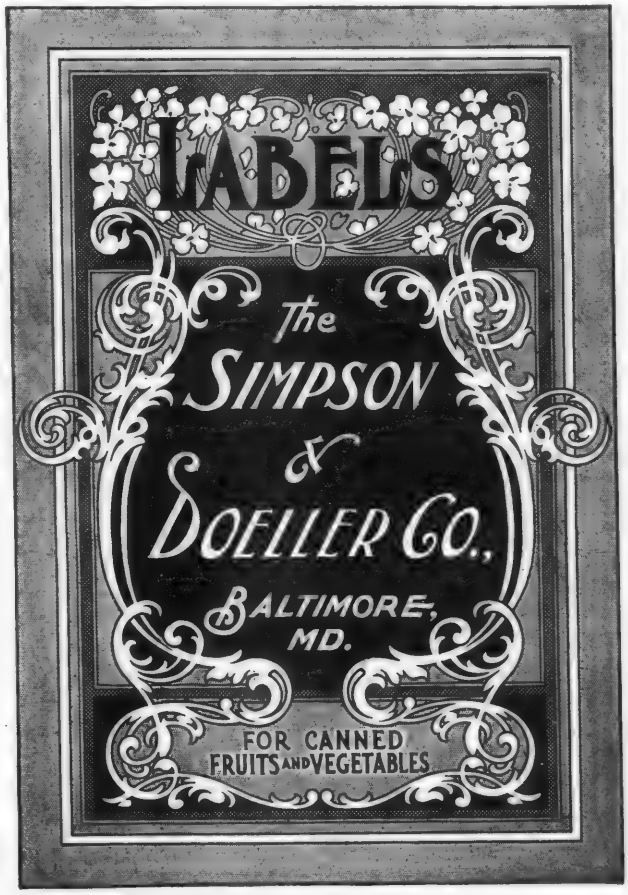
RENNEBURG'S

Improved Process Steel Kettle

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

PROCESS KETTLE

MADE BY
Edw. Renneburg & Sons Company
OFFICE:
2839 Boston Street
WORKS:
Atlantic Wharf, Boston Street and Lakewood Avenue
BALTIMORE - MD.



Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A FEW years ago a leading wholesale grocer, a national advertiser, began placing wooden display tables in stores distributing its line on a large scale. Manufacturers of steel display tables noted this and a vogue for island displays was fostered in leading retail grocery stores throughout the United States.

The steel display tables and shelves were practically indestructible, easily cleaned and easy to handle.

Their drawbacks were few in comparison to their advantages. Probably the chief obstacle to their wider introduction was the fact they were quite often used for a month or so for the display of goods put out by their donor and then used for indiscriminate display of whatever the retailer wished to feature at the particular moment he was changing the display.

As long as the cheapest one to be had cost about $4.00 in minimum lots, many considered using these tables as a sales adjuncte and then, realizing the common use to which the most were put sooner or later, decided to let the other fellow do it.

Just as there is usually another way around any obstacle aside from the one apparent at a glance, there has been found a way to the greater use of these display tables at the expense of and for the benefit of even the modest packer whose advertising budget in these times especially does not permit of wide expenditures.

Within a month I have seen a dummy display table or pack suggested by a carton or shipping case mill, and the rack is a dandy, light, easily moved, can be shipped knocked down and printed in any color or colors.

They should not cost over 50 cents when made by the shipping container house furnishing your shipping cases.

The display rack is made from corrugated board, in two sections. The base should be about two feet square and a table height.

On this base rests a conventional flight of steps, starting with the bottom tread, one riser follows, then a tread, a second riser and the succeeding tread, and a riser a little higher than the rest.

Simple, isn't it?

The whole ships flat, is easily set up by anyone, and is so inexpensive many can afford to use them with no thought except the realization that their use will sell enough more goods to more than pay for the display rack.

If you decide on this particular dealer's help and want to be most certain of the benefit you will derive from their use, tie a string to their distribution. Suggest to your customers that you will ship one display rack with each ten cases of your pack, and that he in turn is to distribute them to the retail trade in the same proportion.

Whenever you have a man or men calling on the retail trade let him put them out according to this plan of modifications of it and you will be pleased with the value inherent in the plan.

Talk this suggestion over with your shipping container salesman and let him make you a dummy and quote you. I would not be surprised if he will be able to price them to you at a figure only about half the one I have mentioned.

No matter what they cost within reason, lay in a supply and start to constructively merchandise your pack.

This department has mentioned in the past the advantageous use many make of recipe leaflets.

We noticed the other day a very attractive recipe leaflet put out by a leading canner who is a national advertiser. In this, black and white and two colors have done the job well; ten recipes by ten good cooks tell plainly and with interest how the average housewife can serve canned peas more often and pleasingly.

The leaflet is folded twice, the trade-mark label of the can is attractively shown on the back cover. Next to this we read the product story and learn the packer's identity. A good recipe leaflet.

Do not think this is the last word in such advertising or sales literature.

Do not pass up consideration of such a dealer's help because of the expense or because you feel others have done it, and you do not want to be a copy cat.

One of the largest milk packers in the world is distributing a smaller four-page leaflet, and in it is featuring an offer of $25 for each new recipe submitted and accepted.

Anyone may send in as many recipes as they wish; they need to be only new and not already in publication in any literature being put out by the advertiser at present.

Think of it! A leader in the field of canned food offering only $25.00 each for new recipes. No long list of high standing judges, no fuss and feathers, but just a lot of friendliness in the whole affair.

There isn't a canner in business but what can afford to make a like offer, advertise it as this one is being advertised and pay as much as is being paid for accepted recipes.

A popcorn packer is also using dealers' helps of a like sort.

This canner does not attempt to publish elaborate recipes in his folder, and, in fact, points his arguments directly at the retail grocer.

Inasmuch as this is a dealer's leaflet, four seals of nationally known food institutes are included in the makeup, the trademark panel of the product is prominently displayed.

Our friends the large milk packers omitted this; their product is only mentioned, not shown in any way.

THE BOOK YOU NEED----

COOPERATIVE EXTENSION WORK
IN
AGRICULTURE AND HOME ECONOMICS
STATE OF LOUISIANA

Minden, La.
Sept. 21, 1931

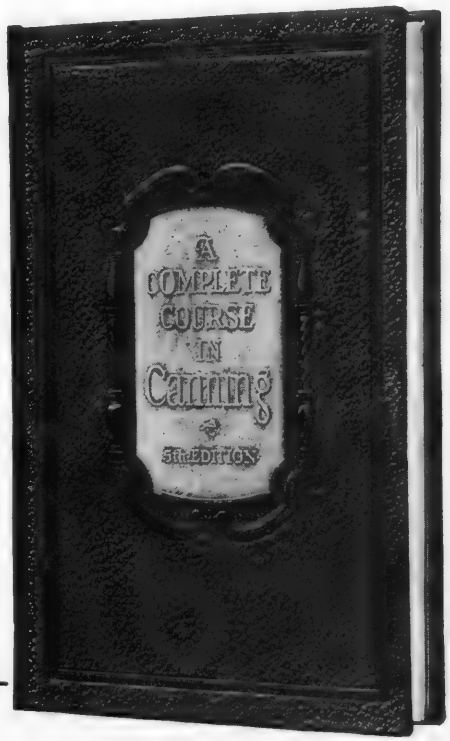
THE CANNING TRADE,
BALTIMORE, MD.
GENTLEMEN:-
Through the courtesy of our State Library Commission, I have had the privilege of using a copy of ''A COMPLETE COURSE IN CANNING'' for the past two months.

I find the book invaluable to my work. Please find enclosed Cashiers Check for ten dollars, ($10.00), for which please send me a copy.

Yours very truly,
(Mrs.) Julia Cooksey,
Home Demonstration Agent.

The Standard of The World

A Complete Course in Canning



Bound in Leatherette, Stamped in Gold
Size 6' x 9'
386 pages.

Price
$10.00
Postage Prepaid.

For Sale By All Supply Houses, Dealers, etc.

Published By
The Canning Trade
BALTIMORE, MD.

Publisher of the Industry's Literature

Funny, isn't it, how even the big fellows will sometimes make omissions classified as criminally careless if made by lesser lights in the business.

This popcorn leaflet has a place for dealer's imprint, and tells the product story in detail.

Best of all, it goes back in advertising practice to the testimonial, and such is given with a cut of the dealer's display of the product, in which is given his account of the increase in sales following the display of the product as suggested in the leaflet.

Any of these three leaflets, briefly described, are within the reach of any canner; they are worth what they will cost and will help anyone using them to build sales.

Provide yourself with something similar, or even the island display rack, aggressively merchandising them to your customers, and you will be much better off and much better pleased than will be the case if you continue to take what your customers offer you for the goods you have on hand.

Be a leader, not a price cutter!

TOMLINSON NOW WITH STOOPS

E. M. TOMLINSON, who has operated as a merchandise broker in Minneapolis, Duluth, Milwaukee and Chicago, has become associated with the Stoops Packing Co., Van Wert, Ohio.

Mr. Tomlinson has been interested in the sale of canned foods for the past twenty years, and enjoys a wide acquaintance in many markets.

The Stoops Packing Company has been in operation for 26 years, located in one of the finest farm communities in the State of Ohio. At the Morral plant they have complete equipment for peas and corn, while the plant at Ven Wert packs corn, tomatoes and pickles. This year both plants were remodeled, and many of the new features in canning machinery were installed.

Government grading on tomatoes was used this year, and both the growers and the canners were well pleased with the results. This saved considerable labor at the plant, as the culling was done in the field. They expect to install government grading on corn next year.

ALL HANDS ON DECK!

"DAVE" Stevenson, of the Torsch-Stevenson Corporation, Baltimore, believes that all the troubles with canned foods distribution, and the resultant poor market prices, are not due to the depression. He believes a lot of them come from the inroads made by fresh vegetables, due to a lack of understanding of what canned foods are. And he is backing up his faith with good works, as you will see from the circular, or rather folder, intended for distribution by retail grocers and reproduced below. That is the right spirit.

And you will note that all great minds travel in the same channel. The American Housewife's Bureau is and has been advocating educational selling of canned foods by retailers. Roy Irons, of the National Kraut Packers Association, echoes this need and urges further advertising. Our "Better Profits" column, by a coincidence, this week urges the use of just this sort of folder, as it has done before. So we have a wide variety of interests all pulling in the same direction, and every canner everywhere, large or small, ought to get into this good work. Work while you wait, and there cannot but result from this widespread and united effort the best of results. Let everyone in this industry take a hold on this, bend his back to the pull, and canned foods will soon head the list of foods in popular demand, as they deserve, and to the health and benefit of the public.

Here is the circular we refer to, put out in neat form, by The Torsch-Stevenson Corporation:

Fresh Vegetables Every Day in the Year

Did you ever wish for a well-cultivated vegetable garden right outside your kitchen door? Peas and corn, tomatoes and beans, and everything good that grows?

The reason you delight in the thought of that kitchen garden is that your vegetables, gathered in the morning and brought right straight to your kitchen table, and immediately cooked, have that wonderful fresh-from-the-garden flavor. Ripened in the fresh air and sunlight, and not a particle of their natural moisture lost, these are truly fresh vegetables.

Well, you may have just such a garden right in your own pantry all winter long, and you dont have to grub out weeds, either; you only have to supply your pantry with Conqueror quality canned vegetables; then open the cans and use the contents as you need them.

Do you realize, however, that all their delicious freshness and natural flavor is saved for you by the process of commercial canning? The modern cannery is built close to the fields where the vegetables grow. Hence within a few hours after gathering the vegetables are in the canner's kitchen, inspected, washed, prepared, put in cans and cooked.

It is all done so quickly that the vegetables don't have time to wither and grow stale. Every bit of their freshness and flavor is locked up in the can, preserved unchanged until the can is opened, and awaiting your convenience, no matter how long you keep it.

Now if your garden was a thousand miles away, as it must be during the winter months, you would have your vegetables gathered before they were fully ripened, and they would be hauled that thousand miles by truck or refrigerator car, and every hour during the three to seven days in transit your vegetables would lose a little more of their natural moisture, and they would reach you withered, stale, with their original flavor and most of their vitamin content lost; no longer would they be fresh vegetables.

And, by the way, lots of people think that canned vegetables are cooked in one large vessel and then put in cans and sealed. On the contrary, the vegetables, after washing and preliminary scalding or "blanching," are put in cans, sealed, and then the sealed cans are put in large steam retorts and cooked. Therefore, the contents of your can of Conqueror peas was individually cooked in the can, sealed so that the contents was not exposed to the air during the cooking.

And here is another advantage of commercial canning over home cooking. Science has discovered that there is in all vegetables a valuable something that has been named vitamins. There are different kinds of vitamins, in different kinds of vegetables, and each kind has its peculiar work to do. These vitamins are easily lost when vegetables are cooked in open vessels, exposed to the air. When, however, the cooking is done in the little tin cans, hermetically sealed, excluding the air completely, almost none of the vitamins are lost.

For this reason many doctors now recognize that canned vegetables are actually more health giving than

In Times of Need

Everybody turns to

The Almanac!!

THERE never was such a demand for The Almanac as we have had this year. Business is getting down to bed-rock, and needs the facts. That data is all in the Almanac.

The most constantly referred to periodical in this industry.

To the Machinery Supply Man, that means he must be represented, and prominently. This Almanac constitutes the Blue Book, or Who's Who in the supply world of this industry. He can't afford to be missing, and would be insulted if he were not invited.

And The Canners! Unless you like to sit and look at your goods, handing them out in driblets, you've got to let the world know you exist. How many know you now, and what goods you pack, and what quality?

All the great Chain Store buyers use this Almanac regularly, also the up-and-going wholesale grocers, Institution buyers, the Government and all large users of canned foods.

A page adv., displaying your brands, the quality of your pack—the sales story you would tell these buyers if you had the chance—will constantly be with them, always at hand. Think that over a minute ! ! The Almanac does not die with a passing event—is not put aside for later attention ! ! It's always on the job.

If this Almanac is not the best advertising a canner can get, then there is no advertising good for him. Ask any advertising expert. We are now at work on the 1932 Almanac of The Canning Industry. Order your page now ($50.00). You pay next March when things will be very much better in all lines of our industry.

Published annually by
THE CANNING TRADE
The Canned Foods Authority
Baltimore, Md.

so-called fresh vegetables, because they were cooked when absolutely fresh from the field, and in the cooking they retain more of their valuable contents than when cooked on your kitchen range.

One of the best authorities on food products coined the phrase: "If it's in a can, it's fresh." Next time and every time you buy vegetables for your family remember, "If its in a can, it's fresh," and Conqueror canned vegetables are fresh vegetables.

THE NEED FOR ADVERTISING

Roy Irons, Secretary of the National Kraut Packers Association, on October 1, 1931, said:

"Refrigerator motor truck with trailer full of fresh vegetables and fruits recently arrived in New York city from California with its contents reported in excellent condition.

D. O. X. high-powered airplanes are in the making, said to carry 65,000 pounds of freight.

Last airplane flight took around 12 hours from California to New York city.

British seaplane goes 408 miles per hour.

Things are moving fast and furious, all undreamed of a few short years ago.

The Advertising Committee of the Association met a few days ago and planned an advertising schedule for this fall, realizing that keeping step with the times means advertising.

The result of advertising was thoroughly demonstrated only last Sunday in Chicago, when a large retail grocer was recording a rather slow sale on kraut. He decided to boost it and ran an ad on kraut in last Sunday's Chicago paper and sold 2,000 No. 2½ cans on Monday.

The Government report forecasts 140,500 tons of cabbage for kraut this fall. If 25 cents per ton on this total amount was being paid in to the Association, what a lot of advertising it would make! The cost of Association advertising is only 8⅓c per 45-gallon cask, or less than 1c per dozen No. 2½ cans.

Wouldn't it be better to have more advertising, thereby creating a demand, and move the kraut from the retailers' shelves rather than to sell it below cost? Keep pace with the times. Advetising moves kraut! The above Chicago results prove that."

TENTATIVE PROGRAM SIXTH ANNUAL CONVENTION MAYONNAISE MANUFACTURERS ASSOCIATION

PLANS are rapidly shaping up for the Sixth Annual Convention of M. M. A., to be held in Chicago, Hotel Stevens, October 26-27-28. On Sunday night President Wm. R. McKeldin will call together the Board of Directors for an important meeting to discuss various topics of interest to the Association.

Monday morning, October 26, registration will take place from 8.30 to 10 o'clock. After the official opening of the Convention by President McKeldin, who will preside, there will be a welcoming address by a well-known manufacturer, and the response will be given by W. D. Kennedy, a director of the Association, who is president of the El-Food Corporation. There will then follow the President's annual message, a report of the Secretary, L. Evert Landon, of Nalleys, Inc., and the report of the Treasurer, Wade E. Utley, of the Capital City Products Company.

The container simplification work will be dealt with by H. S. Wade, chairman of the committee, and the last address in the morning will be an important one, made very likely by Dean Ralph E. Heilman, of Northwestern University, an authority on the subject of the business situation, and to whom an invitation has been extended to address the Convention.

Monday afternoon closed session for active members, topic "Selling Problems." President McKeldin will preside. The opening address will be entitled "Selling Mayonnaise," and delivered by Sterling E. Peacock, vice-president of N. W. Ayer & Son, Inc. Discussion will be opened by several members, including the vice-president of the Association, Ellis R. Meaker, president of Ivanhoe Foods, Inc. There will then follow a discussion on selling problems by the members, and it promises to be a most interesting one.

Tuesday morning will open with an address by Richard Dickinson, of Eureka, Ill., former president of the National Canners Association, on the subject "Research from the Food Canner's Standpoint." This will be followed by a report by Dr. Lowell B. Kilgore, research chemist; Dr. Glassford, chairman of the Committee on Research Fellowship, and Dr. F. C. Blanck, in charge of the Food Research Division of the U. S. Department of Agriculture. There will also be a report of the Finance Committee given by Mrs. Anna Schlorer Smith, treasurer of Mrs. Schlorer, Inc.

Then will follow an address by Homer J. Buckley, president of Buckley Dement Company, on the subject "The Importance of Knowing Your Costs," and one by Leslie C. Smith, secretary of the National Association of Ice Industries, entitled "How Can Your Association Give You a Greater Service." Mr. Smith has had a wealth of experience in the ice industry, and his practical suggestions will be very helpful.

At noon there will be the annual election of directors.

Tuesday afternoon will be a closed session for active members devoted to manufacturing and buying problems. Presiding: Ellis R. Meaker, vice-president of the Association. The discussion will be opened by L. Evert Landon, secretary of the Association, and the program of the afternoon will be full of other interesting things.

Wednesday morning there will be a report by the Cutting Bee Committee, submitted by John T. Ogden, chairman. Mrs. Clara Gebhard Snyder, director of foods and nutrition of the Institute of American Poultry Industries, will address the convention on the subject "Advantages of Frozen and of Shell Eggs in Mayonnaise Manufacture," which will be followed by an interesting discussion on this vital topic. "What 1931 Has Taught Us About Merchandising" is the subject of the next address, by E. L. Rhoades, editor of the New Era in Food Distribution. This address also to be followed by a discussion. The Chicago World's Fair celebration will then be discussed by Dr. A. W. Bitting, of the Department of Exhibits. A report of the Resolutions Committee will follow.

There will be additions to the program, but this is what we have available at time of going to press.

The entertainment will be unusual and in the nature of many surprises. On Monday night Messrs. Epstein, Reynolds and Harris, of the Emulsol Corporation, are entertaining at the Hotel Stevens all active and associate members attending the Convention to dinner as their guests, to be followed by a theatre party at the Illinois Theatre to see the play "The Green Pastures." It is urged that our members refrain from seeing this

much-talked-of play and be the guests of the Emulsol Corporation during the Chicago Convention on Monday evening.

On Tuesday night we are going to have another real treat at our annual banquet. The committee in charge of the affair comprises: H. J. Higdon, chairman, Phoenix-Hermatic Company; George W. Cobb, Jr., American Can Co.; Benjamin R. Harris, Epstein, Reynolds & Harris; B. S. Pearsall, B. S. Pearsall Butter Company; Leo Binzak, Holsum Products, Inc.

The toastmaster will be none other than Ernie Finch, who is a past master in the art of presiding over a dinner, and there will be a talk by Strickland Gillilan, well-known humorist of Washington, D. C. Chairman "Hig" promises an evening devoted to real fun and plenty of surprises. Watch for further announcements.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

Of **The Canning Trade**, published **weekly** at **Baltimore, Md.**, for **October 1, 1931**, State of Maryland, County of Baltimore.

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared **Arthur I. Judge**, who, having been duly sworn according to law, deposes and says that he is the **Publisher** of the **Canning Trade**, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:
Publisher and Owner, **Arthur I. Judge**; Editor, **Arthur I. Judge.**

2. That the owner is: (If the publication is owned by an individual his name and address, or if owned by more than one individual the name and address of each, should be given below; if the publication is owned by a corporation the name of the corporation and the names and addresses of the stockholders owning or holding one per cent or more of the total amount of stock should be given.)

Arthur I. Judge, 107 S. Frederick St., Baltimore, Md.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

There are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is..... (This information is required from daily publications only.)

ARTHUR I. JUDGE.

Sworn to and subscribed before me this 30th day of September, 1931.

(Seal) ERNEST GREEN, Notary Public.

U. S. IMPORTS OF CANNED TOMATOES AND TOMATO PASTE

THE following tables show the imports of canned tomatoes and tomato paste into the United States during August, and during the first eight months of 1931, compared with imports for the same periods of 1930. The tables have been compiled from figures released by the Statistical Division of the Department of Commerce:

Canned Tomatoes

	August, 1930	
	Pounds	Dollars
Italy	123,152	$4,456
Others	2,250	103
Total	125,402	$4,559

	August, 1931	
	Pounds	Dollars
Italy	3,579,515	$124,599
Others	.....	.....
Total	3,579,515	$124,599

	1st 8 mos., 1930	
	Pounds	Dollars
Italy	29,608,813	$1,451,906
Others	1,046,425	51,499
Total	30,655,238	$1,503,405

	1st 8 mos., 1931.	
	Pounds	Dollars
Italy	50,576,025	$1,782,674
Others	5,982	263
Total	50,582,007	$1,782,937

Tomato Paste

	August, 1930	
	Pounds	Dollars
Italy	570,633	$56,211
Others	.....	.....
Total	570,633	$56,211

	August, 1931	
	Pounds	Dollars
Italy	2,563,248	$218,164
Others	1,410	46
Total	2,564,658	$218,210

	1st 8 mos., 1930	
	Pounds	Dollars
Italy	7,967,524	$728,485
Others	16,417	1,108
Total	7,983,941	$729,593

	1st 8 mos., 1931	
	Pounds	Dollars
Italy	9,888,942	$813,745
Others	25,195	1,033
Total	9,914,137	$814,778

What Canned Foods Distributors are Doing

Grocers Urged To Take Advantage Of Modern Retailing Methods—California Grocers' Convention Hears Bitter Attack On Chains—Annual Meeting A. G. M. A. November 19-20 At New York City.

GROCERS URGED TO TAKE ADVANTAGE OF MODERN RETAILING METHODS—Despite the general business depression the most important policy for the independent grocery retailer is to put his business in order, lower distributive costs by concentrating orders, and above all else to take every advantage offered by modern retailing methods in catering to the consumer, the National Wholesale Grocers' Association declared last week.

"Thousands upon thousands of retail grocers with the help of wholsale grocers have remodeled their stores, achieving open display and lower cost," the association stated. A recent survey of a group of retail grocers who had remodeled their stores along approved lines indicated that the average had gained approximately 21 per cent in sales volume. The benefits to be derived from the modernizing of a retail grocery store are now established facts, the association pointed out.

"A large wholesale grocer is now making a particular effort to interest his retail grocers in remodeling their stores," the association stated in reporting one specific instance of the wholesaler seeking to aid his retailers to improve business.

"He has two purposes in mind. In the first place, he appreciates the benefits that remodeling brings to the retail grocer, and he is also convinced that this constructive effort takes the minds of his retail grocer customers off the troubles of the present time and directs their energies along more helpful lines," the association reported.

"Of course, new fixtures will not make a good merchant out of a poor merchant, but they will help him," this wholesale grocer pointed out to the association. "However, our activity is not with the retailer that we think modernization will not help. Out of 1,800 customers, we have selected 500 with whom we are working patiently and persistently.

"We are sending a personal letter from the president of the company to each of these, and, of course, we have our salesmen follow up these letters in a tactful way. We are not swamped with replies, to be sure, but we are getting a favorable response from a small percentage, even on the first effort, and we feel we are doing good work because the influence of that small percentage will be accumulative and will offer an example that others in time will follow to some extent at least."

Salient factors used as sales points in the letter follow:

(a) "Have you ever thought of remodeling your store? A large number of grocers have done so with profit to themselves.

(b) "If you have any thought of modernizing your store, let us help you plan. We have taken the exclusive agency for the ——— Company, builders of steel equipment for grocery stores. Steel equipment that is substantial, practical and quite inexpensive.

(c) "Our arrangement provides for a profit for us, but we will pass this on to you since we are in the grocery business and not in the equipment business. We are keenly interested in having grocery stores bright and attractive, because such stores invite customers and sell more groceries.

(d) "These manufacturers are experts in merchandising and store arrangement. We offer you their services without cost. On purchase of equipment you make a big saving. The plan provides that you pay the manufacturer as you profit.

(e) "Our salesmen will tell you of the plan. It will give you a new lease on life and give you a new and greater pride in your business. This will be our reward, for if you succeed, we will also profit, because of the quality, prices and service we give as wholesalers."

The association urged members to seriously consider this more as a trade stimulant, saying: "It is a well-established fact that many individual businesses can and do prosper in times such as the present despite general conditions." Just the suggestion by the wholesaler, in many cases, would undoubtedly stimulate the retailer to new interest in his store, and with the financial aid offered by his wholesaler precluding any immediate outlay of cash, would be inclined to modernize his store.

California Grocers' Convention Hears Bitter Attack on Chains. A bitter attack on chain grocery stores as denying "equality of opportunities" was made at the thirty-second annual convention of the California Retail Grocers and Merchants Association by Edward G. de Staute, associate State secretary of the organization.

The keynote of the convention was the firm stand taken by the organization's members for an early readjustment of the present economic position of the nation, which was charged to chain store systems and the banking interests which finance them.

The association has adopted the convention theme of "Equality of Opportunities." In presenting this motto, Associate Secretary de Staute outlined the association's stand on the question as follows:

"Fundamentally, and from an economist's viewpoint, and as they have so far demonstrated in actual operation, the chain store systems are directly opposed to any 'equality' whatsoever wherever individual grocers are to be found; and furthermore, their policies are designed to remove every vestige of opportunity from the paths of these individuals in business.

"I charge them, therefore, on this premise alone, with the liability for the present era of depression and deplorable number of unemployed throughout the nation. Not merely the chain systems, but the monopoly-minded financial backers of these chains as accessories before the fact. We would be, indeed, surprised if we could read a list of the names of the men instrumental in providing the funds which certain chain systems have used in their promotion schemes.

"Worst of all, to just the extent that the economic life is taken to distant financial centers, to that extent will you deny for your children the equality of opportunities that was your heritage, coming to you through years of American independence.

"The trend of the times forbids the thought that leads many to cease active endeavor following the accumulation of sufficient funds with which to insure a safe journey to the cemetery. If you are not concerned with the economic life of yourself, for pity's sake give some thought to those coming after you. America's stability has been won through the individual effort of thousands of American men and women who have pride of community who have believed in equality of opportunity to the exclusion of all else.

'In so far as your Government is concerned there are two fields in which agencies of the Government should interfere to protect our national equality of opportunities. There should be an absolutely economic distribution of the production of this country. And no possibility should exist of a transfer of our economic life out of the community to a far-distant financial center.

"It is not within the jurisdiction of our Government to interfere, but it is the duty of our representatives to see that adequate laws are passed which may be used to arbitrarily wipe out certain forms of competition, for providing that the individuals in business in this country get an even break, and if they can be assured of an equality of opportunities, you can safely place your money on the individuals as against the absentees.

"Communism and its teachings are no less treacherous than this chain propaganda. In either instance, the basic principles of American institutions are being ruthlessly torn asunder.

"That is why, ladies and gentlemen, I have declared to you that you owe somthing to them that follow. The present is the psychological time to most effectively sacrifice for the honor of hastening the eradication of this national menace to American future prosperity.

"Listen, unless organized grocers more than ever take the initiative in launching counter programs which may effectively combat and offset the destruction which is being wrought by this chain propaganda, your problems will be trebled. It will take three times longer to later refute what chain propaganda has planted than to question their principles right now. Silence, you know, gives consent.

"I mentioned a publicity program. Please do not misunderstand me. It has never been, nor is it now my intention to advocate an anti-chain, mud-slinging, innuendo-casting campaign. Not at all. What I want to see done is the gradual information-giving sort of program originating in such meetings as we have here today, thoroughly understood by you, delegates, and as thoroughly explained to your customers and neighbors when you arrive home.

"You, as citizens and taxpayers, have the right to dictate what may be taught in your public schools. You further may outline the subjects which are to be debated in your high schools and universities. It is your duty to take more interest in these things.

"Can you, for example, conscientiously furnish me a solitary logical explanation for the type of debatable material and the topics which have been permitted to be debated upon for two years now? No, I fear you can not.

"Yet I will furnish the reason for their having been debated in high schools, in universities and those debates broadcast over local and national broadcasting systems; yes, and for your edification debated via radio between a university in Chicago on the one hand, another in Cambridge on another, and concluded between Chicago and New York City, to cap the climax. The entire debate was rebroadcast over two national hook-ups. And the reason is simple. The National Chain Store Association furnished the material for the debating teams favoring the chain systems, named the topics to be debated (and these topics were biased in their presentation), and beyond any question in my mind the time on the air was paid for by the same chain association. Just think that over.

"I might even quote an example so close to home it hurts. There is a large university right here in Los Angeles which has been granting the privilege to certain professors in economics to act as chairman during community service club meetings or to take the affirmative in chain store debates throughout the Southland. The remuneration and expenses are also paid for by local chain systems. And your customers and neighbors go to hear those discussions, coming home convinced that because of so and so university made the statement, it must be gospel truth. But, listen, any high school student properly supported by the truth and facts of retail distribution could easily defeat these learned professors nine times out of ten.

"It only goes to show where organized grocers have been terribly delinquent and how at the same time the competition has seized its 'quality opportunitis.' I am thankful that this delinquency has opportunely been herewith presented. For, if the limitations of much of your self-imposed handicap can be broken, my work will not have been in vain.

"Here is the difficulty, as I see it with many individual grocers today: For some unknown reason they are not taking advantage of the many opportunities that they already have, but show an inclination to seize upon and complain about the equality that has been denied them. It is merely the wrong interpretation of the words equality and opportunity."

Annual Meeting of A. B. M. A. on November 19-20 in New York City—The twenty-third annual meeting of the Associated Grocery Manufacturers of America, Inc., will be held at the Waldorf-Astoria Hotel in New York City on November 19 and 20, Clarence Francis, president of the organization, announced last week.

"The annual meeting of the association this year," Mr. Francis pointed out, "will be different from any previously held because it will not be a convention in the generally accepted sense of that word. All sessions will be for members only, with the attendance limited to executives. There will be no outside speakers, no banquet and, in fact, none of the regular convention features which could be criticized as wasting the time of busy men, especially this year.

"This is the year of all years," he continued, "when the responsible executive can least afford to take time away from his business, but it is also true with each of us be his business large or small, that we can least afford to miss valuable suggestions for bettering our operations that result from intimate contact with others faced with the same problems. Both of these facts have been seriously taken into consideration by our board of directors in ruling that our 1931 annual meeting should consist exclusively of executive sessions. At these meetings a limited number of salient factors that defy all of us singly, yet that can be solved jointly, will be met. In other words, a strictly business meeting.

"This annual meeting will open with a luncheon on Thursday noon, November 19, and executive sessions will be held throughout the afternoon. In the evening an informal dinner will be held in the Roof Garden of the Waldorf-Astoria, at which association progress will be discussed. Executives of member companies will here be given an opportunity to meet with each other informally in much the same way that they have when walking along the boardwalk at Atlantic City after meetings at previous conventions. In Friday morning executive sessions will continue and last throughout the day, with the annual business meeting of the association held in the afternoon of that day.

"The board of directors decided upon New York City as the most logical meeting place for this year's meeting," Mr. Francis concluded, "because it is most convenient for the majority of those who will attend; not only for those whose offices are in the city, but also for the out-of-town member companies who have occasion to be in the city periodically, and who can easily arrange their fall visit at the time of this meeting."

POWDERED APPLE PECTIN
SPEAS-NUTRL-JEL
NEUTRAL IN COLOR AND FLAVOR
Write or Wire for Samples and Prices
SPEAS MANUFACTURING CO.
Kansas City, Mo.
Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.

COLONIAL BOY COPYRIGHTED

Landreths' Garden Seeds

These seeds are so well known to the Canning Trade, that they need no introduction. This adv. is simply a reminder.

If you need anything in seeds for delivery after the 1931 crop, before buying elsewhere, write us stating kinds and quantities, and allow us to quote you prices.

Business founded 147 years ago.

D. Landreth Seed Company

BRISTOL, PA.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

A Coating in Time Saves Nine - hours of labor next season. Now that the season is over, protect your machinery (pea, corn & tomato) over the winter months with a coating of C.M.C. - the positive rust eliminator.

F. H. Langsenkamp Co. 227 E. South St., Indianapolis, Indiana

Situations Wanted

POSITION WANTED – As Manager, Superintendent or other responsible position by young man, experienced in handling a full line of fruits and vegetables, tomato products, pulp, catsup, jams and jellies.

Address Box B-1824 care of The Canning Trade.

WANTED—By a man at present employed, a position either in the manufacturing or sales department of the canning trade, or in the machinery and supply department of the industry; has large acquaintance with wholesale grocers, chain stores and canners; has attained results in all lines of the business. References.

Address Box B-1827 care of The Canning Trade.

POSITION WANTED—By capable man of 20 years experience packing a full line of fruits and vegetables; also a machinist and builder. Will consider most any kind of proposition.

Address Box B-1828 care of The Canning Trade.

LABELS

—as you like them
—when you want them

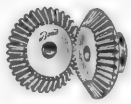
We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF LITHOGRAPHED LABELS
BEDFORD VIRGINIA

GEAR, SPROCKETS, TRANSMISSION



Service to machinery manufacturers and the canning industry.

We maintain a large assortment of stock gears and are equipped to furnish sprockets, gears, and silent gears on short notice.

SLAYSMAN & COMPANY
Manufacturers of Industrial Gears.
801 E. Pratt St., Baltimore, Md.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

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112 West Adams Street
CHICAGO

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.

Judge Syrupers -

(*or Liquid Fillers*)

Are now made to handle—

Model "A" Concentrated Syrup and water added. Using the Cutler Method and Judge System. Giving desired Cut-out for Fruits. Saving waste and time.

Model "B" Same as above, but with VACUUM attachments for drawing a vacuum in the can and then filling with concentrated syrup and adding water to fill cans before entering Vacuum Double Seamer.

Exhausting by heat eliminated.

Model "C" Drawing a Vacuum - filling with Straight Syrup - using Displacement Valves; then thru Vacuum Double Seamer.

Eliminating exhausting by heat.

Model "D" Judge System for filling cans with a measured amount of liquid - every can getting the same amount.

Model "E" Judge System - with Displacement Valves - filling cans to within a predetermined distance from top - or "Head Space" - after cans are partially filled with fruits, vegetables, etc.

"GENERAL UTILITY" FILLER This machine fills cans with Water, Brine, Syrups, Tomato and Kraut Juice, Puree or other Free flowing liquids. Tips cans to give desired "Head Space".

Runs hot or cold liquid - handles all sizes of cans. Every can full. Stops when exhaust box or double seamer stops. Overflow is returned to bowl. No waste. Operates over any conveyor, chain, cable, belt or disc. Compact. Low Priced. Fool Proof.

All Judge Machines are built for any desired capacity of cans per minute.

E. J. JUDGE

P. O. Box 238 Alameda, Calif.

SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.

All are welcome.

Three-year-old Nancy's father had installed a new radio. Nancy listened with rapt attention to everything, music, speeches and station announcements.

That night she knelt by her crib to say her prayers. At the end she paused for a moment, and then said:

"Tomorow night at this time there will be another prayer."

"Brown, what d'you mean by telling Jones that I stole the quarter he dropped on the floor last night?"

"I didn't. All I said was that, if you hadn't helped him to look for it, he might have found it."

Soda Clerk—What's your complaint about the strawberry shortcake?

Fussalotte—Well, er, er, the strawberry part seems to be nothing but a birthmark on the cake.

Dr. Hurt (to assistant)—There's the ninth cavity; do you see it?

Patient—How long do I—have to—keep—my mouth open?

Dr. Hurt—Patience, please. We're just finishing a little game of miniature golf.

"Yes, mum, shot right through here, I was."

"Oh, but that's impossible; the bullet would have gone straight through your heart."

"My heart was in my mouth."

"Maude says her husband disgraced her on their honeymoon."

"How?"

"On the steamer she wanted the other passengers to think an ocean trip was an old story to them, but almost as soon as they went on board he pointed to a row of life-buoys and asked the captain what was the idea of all the extra tires."

"Is your Mississippi River very much larger than our Thames?" asked an English lady of an American visitor.

"Larger?" answered the man from the West. "Why, ma'am, there ain't enough water in the whole of the Thames to make a gargle for the mouth of the Mississippi."

"Now, sonny, would it be possible for your father to walk around the earth?" asked the superintendent who was examining the class in geography.

"No, sir," came the prompt reply.

"Why not?"

"Because he fell down and hurt his leg yesterday."

"Before we were married, Henry," said the young wife reproachfully, "you always gave me the most beautiful gifts. Do you remember?"

"Sure," replied Henry, cheerfully, "but, my dear, did you ever hear of a fisherman feeding bait to a fish after he had caught it?"

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In addition to assured can deliveries — ever ready, cheerfully rendered help at your call to maintain your own production schedules.

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THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, OCTOBER 12, 1931

WEEKLY REVIEW

Relief of the Small Banks Will Help Canners—Everything Turning in Favor of the Canners—Hold Your Goods for the Better Prices Certain in the Near Future. As One Canner Quotes the Market.

EXPECTED TO HELP—The recent action of President Hoover in suggesting a revolving fund of $500,000,000 to help out the smaller banks, who find their credits frozen, is expected to help the canned foods situation in a very material way. This is what we all supposed the Federal Reserve Bank was founded for, but apparently the only thing "Federal" about it is its name, its management being under the great banking institutions and personalities of that business. However, as there seems to be good evidence, as we write, that this fund will be provided, we may expect that the small banks throughout the country, which need such enlargement of their credit-lending capacities, will take advantage of it. And if they do the canners, who are among the leading borrowers at such banks in all the canning regions, ought to feel some relief in this direction. With this in effect a canner ought to be able to approach his banker with some chance of necessary loans against canned foods stocks, and not be forced to throw them upon the market at any price to secure needed money. That may easily be a very important factor at this time of the year, and under present lack of buying conditions, for now is when canners have need for ready money to meet the piled up bills of an active season.

If this materializes, as it doubtless will, the canners will find themselves in a strong position. There is no market for canned foods today, but there is an absolutely certain market ahead, and due to the shortages of the packs, for every can of foods now in existence, and at better prices than now prevail. All interests, jobbers as well as canners, clearly see that even on a heavily decreased consuming demand there are not enough goods to go 'round. The trouble has been to arrange to hold them. With further loans from banks almost, if not quite, impossible, with the securities put aside in former years for just such an emergency as this, now almost valueless in the eyes of the bankers as collateral, the canners have been up against it. And yet they have a better average quality of goods than ever before, less of them—the distributors are practically empty of supplies, and the only fly in this ointment of golden opportunity was the means of holding until the better prices come, as they certainly will come. Now there is extended a decided hope for this possibility. So if you have the goods hang on to them, for better days are coming.

That lightens up the gloom considerably, and is a worth-while feature for the week, especially when all hands had begun to chime in with the mournful refrain that there is no buying, the market is dead. Even the Department of Commerce on October 6th, after two years of vain effort to keep up the morale of business men, had to admit that "business continues extremely dull." Under such conditions this, then, is no time to try to sell canned foods, no matter how badly they may be needed. You can never get a price out of an unwilling buyer, especially when every inclination is firmly set against anything like a price raise, and all are fearful of further price declines. Of course, you can point out their scarcity and improved quality, but those two best market weapons of old are useless under present conditions. They point to the stock market and show any number of perfectly sound stocks and bonds selling at prices which will return 25 per cent and upwards on today's investments. If men will not buy such profits why buy canned foods? These kinds of considerations are not nice, but we must face the facts and understand conditions. During the past month or more there seemed to be no bottom to any values, and that certainly is the worst marketing condition anyone could find.

But as we have said, this is all coming around to the benefit of the canners in forcing them to hold goods for which they will get more money, and some profit, if they have them to sell later. Don't forget that you are selling necessary foods; that when winter comes and hunger increases the people must buy food, and that

they cannot exist without canned foods. So as canners you are in a preferred position to profit from the improved banking facilities, and from the shortages of the packs. Stay out of the market and use your time and energy in arranging to carry the goods, either through these loans or through warehousing, against which loans are more easily arranged.

You can help the situation greatly by co-operating with the Department of Commerce in compiling, first, the statistics of holdings of canned foods of all kinds, and which is about completed now, and secondly in reporting promptly the results of your packs this year, and which this same department is about ready to collect. Both of these figures will clearly show all buyers the truth of the situation, and make plain the scarcity we refer to. More than that, they will show that consumption of canned foods has not fallen off, but is on the increase. Let the truth be known and it will strengthen your position. So fill out the questionnaires now in your hands and send them in at once. And when you are asked for your pack statistics comply fully and honestly and promptly. The situation is all in your own hands, and you need not be afraid of it.

If you must have some prices, here are some quoted by Charles G. Summers, Jr., Inc., New Freedom, Pa., as of October 5th:

Prices for Immediate Shipment

All prices per dozen cans, f. o. b. New Freedom, Pa., or Baltimore, unless otherwise noted.

Terms: Less 1/2 per cent 10 days, or 30 days net from date of shipment.

Tomatoes—Pack finished here. Our guess as to the 1931 pack is about 50 per cent of normal for the entire United States.

Supernne selected hand picked Pennsylvania tomatoes, salt added, our best, No. 1s, 60c; No. 2s, 85c; No. 2½s, $1.35; No. 3s, ...; No. 10s, $4.25 dozen. Legion good standard Pennsylvania tomatoes, salt added, No. 2s, 72½c; No. 10s, $3.75; add 5½c dozen to No. 2 Legion tomatoes to make f. o. b. Baltimore.

Baby Lima Beans—We understand the total pack is about 65 per cent normal. Supernne fancy medium green baby limas No. 1s, $1.20; No. 2s, $1.60; No. 10s, $6.00. Legion fresh white baby lima beans, No. 2s, 85c; No. 10s, $4.50 dozen.

Succotash (double cut whole grain Evergreen sweet corn and good fresh mixed green and white baby lima beans)—Supernne succotash, extra good, No. 2s, $1.10; No. 10s, $6.75 dozen. Summit Grove Succotash, very good, No. 2s, $1.05; No. 10s, $6.50 dozen. Special fancy succotash, Snoepeg corn, green baby limas, No. 2s, $1.20 dozen.

Triple Succotash (double cut whole grain sweet corn, fresh green and white baby limas and very good tomatoes)—Supernne triple succotash, our best, No. 2s, $1.10; No. 10s, $6.00 dozen.

Sweet Corn—Supernne double cut whole grain Evergreen sweet corn, our best, No. 1s, 70c; No. 2s, 85c; No. 10s, $5.50 dozen. Supernne fancy whole kernel Shoepeg, No 1s, 75c; No. 2s, $1.10; No. 10s, $6.50. Legion whole kernel Shoepeg corn, No. 2s, 80c dozen. Superfine fancy crushed Golden Bantam corn, No. 2s, $1.15 dozen. Superfine fancy crushed Country Gentleman corn, No. 2s, $1.15 dozen. Superfine extra standard crushed Evergreen corn, No. 2s, 95c; No. 10s, $5.75. Legion very good standard crushed Evergreen corn, No. 2s, 85c dozen.

Mixed Vegetables—Supernne fancy quality, contains only the best fresh vegetables, no soaked goods. Superfine mixed vegetables, 8 oz. 55c; No. 1s, 60c; No. 2s, 92½c; No. 10s, $4.75 doz. Legion mixed vegetables, good quality, No. 2s, 82½c; No. 10s, $4.00 dozen.

Green Stringless Beans—Superfine cut green stringless beans, extra good quality, 8 oz., 65c; No. 1s, 70c; No. 2s, 85c; No. 2½s, $1.35; No. 10s, $4.25 dozen. Legion good standard cut green stringless, No. 2s, 70c; No. 10s, $3.50 dozen.

Green Peas, Alaska variety—Superfine early June peas, No. 1s, 70c; No. 2s, 92½c; No. 10s, $4.60 dozen. Superfine fancy sifted E. J. peas, No. 1s, 75c; No. 2s, 95c; No. 10s, $5.00 dozen. Superfine fancy extra sifted peas, No. 1s, 85c; No. 2s, $1.15; No. 10s, $6.00 dozen. Superfine fancy Petit Pois peas, No. 1s, $1.10; No. 2s, $1.80 dozen. Skyland extra sifted early June peas, No. 2 sieve, good, No. 2s, $1.00 dozen.

Sweet Wrinkled Peas—Pack very short and market strong. Superfine fancy Petit Pois, sweet wrinkled, No. 1s, $1.30; No. 2s, $2.00 dozen. Superfine fancy extra sifted, sweet wrinkled, peas, No. 2s, $1.50; No. 10s, $7.25 dozen.

Carrots and Peas—Superfine, our best, 8 oz., 65c; No. 2s, $1.00 dozen.

Diced Carrots—Superfine, our best, fancy diced carrots, 8 oz., 65c; No. 1s, 70c; No. 2s, 90c; No. 10s, $3.75 dozen.

Okra—Superfine fancy cut okra, No. 2s, $1.25 dozen.

Butter Beans—Fancy small lima beans. Superfine butter beans, No. 2s, $1.00; No. 10s, $5.50 dozen.

Red Kidney Beans—Superfine, our best. No. 1s, 70c; No. 2s, $1.05; No. 10s, $4.75.

Corn and Tomatoes—Superfine, our best. No. 2s, 95c dozen.

Okra and Tomatoes—Superfine, our best. No. 2s, $1.00 dozen.

Tomato Puree—Superfine, our best. No. 1s, 40c; No. 10s, $3.25 dozen.

Tomato Catsup—Superfine, our best. No. 10s, $5.50 dozen.

Diced Turnips—Superfine, our best. No. 2s, 65c dozen.

Soaked Black Eye Peas, Legion brand. No. 1s, 50c; No. 2s, 90c dozen.

Celery—Superfine fancy cut celery—No. 10s, $5.00 dozen.

Fancy Beets—Very fine quality, enamel lined cans. Superfine cut beets, No. 2s, $1.00; No. 3s, $1.10 dozen. Superfine whole beets, 7 to 10 average, No. 2s, $1.30; No. 3s, $1.40 dozen. Superfine small whole beets, 15-20 average, No. 2s, $1.55; No. 3s, $1.95 dozen.

NEW YORK MARKET

By "NEW YORK STATER,"
Special Correspondent of "The Canning Trade."

Little Change During the Week in Basic Market Conditions—Tomatoes Again the Only Active Spot—The Market Is Suffering from Uncertainty Concerning the Future—Practically All Orders Are for Immediate Shipment.

New York, October 8, 1931.

LITTLE CHANGE—There was little change during the week in the basic market conditions. Prices held on the whole largely unchanged, and there seems little chance of any further declines in any of the major packs because of the severe deflation suffered by practically all items in this class.

Tomatoes again were about the only active spot in the entire list, with Caliornia showing advancing prices on further reports of crop curtailment on the Pacific Coast. Tri-State prices held up well, indicating that the technical position of this pack is excellent. Any sustained buying on the part of buyers will see prices on Tri-State tomatoes advance, it is felt in the trade.

The market is suffering, in common with the rest of the business world, from uncertainty concerning the future. Low stock market prices are reflected in low commodity prices, which in turn are reflected in declining price in related lines. Uncertainty regarding employment, the stock market, business in general, and most of all credit conditions, keep the average buyer from taking a chance on prices and stocking up on canned foods which he eventually will have to purchase. Although the market has shown some signs of stability, buyers still quote that old maxim of "It is foolish to buy in a declining market," and continue to cover spot needs only.

Spot Buying—Practically all buying orders now are for immediate shipment. This is the best indication of the small floor stocks held by the trade as a whole, because of the continued policy of hand-to-mouth purchasing. It won't take much to start prices up, as they are apparently rock-bottom now, and some of these "cagy" buyers are going to take a heavy loss in cov-

ering after the advance starts. In brokers' offices, when a buyer will call up and ask for such-and-such, it is noteworthy to observe that in practically every case the buyer will specify "and I want that for immediate shipment." However, buyers themselves are fully aware of this, and seem content to take this chance, buying in quantity only when some rare bargain is offered.

Pumpkin—With the approach of the holiday season buyers are paying attention to items especially seasonable at this time. Prices have been named on Maryland new-pack pumpkin and squash, and, with all signs pointing to a small pack, orders are being placed in good volume. New pack fancy squash and pumpkin are on the market at $1.15 for 3s and from $3.10 to $3.25 for 10s. Old pack 3s are going at 90c and 10s at $2.80.

Salmon—Interest in this commodity is centered on the impending inauguration of the so-called "clearing house" in the Northwest. This new salmon sales corporation is reported ready to start operations as a central sales point for member packers. Its purpose is to work towards stabilization of prices, so that distributors can operate freely without fear of a declining market. Interest in this market has been slack so far as salmon is concerned, and it may be that buyers were awaiting price announcements by the new group. Market comment is to the effect that the price revision will be upward, but despite this buyers have preferred to wait.

Peas—This ever-active canned food is again fairly well cleaned up, so far as the open market is concerned. Standard sweets are hard to find and prices are tending upward. It is understood that fancies are easier to locate.

Apple Sauce—A miniature price war has been staged here during the past week, with upper New York State sellers cutting as low as 65c on 2s, and willing to accept from $3.25 to $3.50 for 10s.

California Fruits—Pacific Coast packers have firmed up in price, although no appreciable increase in business is reported. One buyer has bid up to $1.25 for standard cling peaches in a needed volume. This was about 2½c above the regular market, as has prevailed for some time, but may be indicative of the general movement, as a leading factor states he has refused $1.22½. Apricots, on the other hand, are easier.

Tomatoes—A rising market continues, illustrated by the announcement by the California Packing Company of new prices, with standard 2½s up to 95c and 10s to $3, coast. Tri-States continue strong at 45c for 1s, 67½c for 2s, $1 for 3s and $3.25 for 10s. With a short pack assured buyers are actively operating to cover their future requirements.

Corn—While large packers are out of the market, corn nevertheless continues quite easy in price and demand. Some Maine corn is still available at 85c, but not in quantity. New York's product holds at $1. The Maryland crushed corn is being held at 65c to 67½ factory, but standard Shoepeg is weaker, 75c being quoted.

Shrimp—Uncertainty marks operations in shrimp, with prices far from stabilized. Reports indicate that buyers are having a Roman holiday, due to the light demand which has thus far materialized.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

"Extreme Care" Being Practiced by the Buyers—Day of Buying Must Come—Tomatoes Unchanged—No Urge to Sell—Forcing Corn—Pea Prices Expected to Advance—Imported Sardines Decline in Price—Warehouses Busy Taking in Goods.

Chicago, October 8, 1931.

CARE—Extreme care continues to be evident on the part of all buyers in fear of overstocking to a point where they might be criticised by their finance department. Stocks in most cases sufficient for necessities of not over a few months; in many cases a few weeks, or even a few days. Regular buying is the inevitable result of such tactics, and sooner or later, as we get in the colder weather, some items are going to show advances which buyers will be forced to pay. It will be interesting to watch and see how much of this advancing will have to take place before something of a scramble gets under way throughout the line.

With the certain knowledge that most new crops have been produced in only adequate or short of sufficient quantity to cover normal consumption, some day we must look for either absolutely bare markets or prices revised upwards to levels which will reduce consumer interest on many items.

The pendulum swing must sooner or later break in favor of the operator who co-operates with producers in carrying his fair share of the seasonable packs; if he does not choose to do so his prospective margin of profit should be fairly reduced.

Tomatoes—Prices still rule cheap; same as last reported. No .2 Eastern standards at 65c, Indiana standards at 75c (occasionally 72½c), and Ozarks at 60c. The season has come to a gradual close; it was just a poor year on tomatoes, despite the fact that frost did not come in September, as is usually more or less the case.

Smart canners all know that tomatoes will be good property 90 days hence, and selling urgence is almost entirely traceable back to restless little country bankers who do not know the background of the tomato situation, or, if it has been told them, they have been somewhat ruthlessly negative in financing a needy local industry.

Corn—Continued selling pressure in the middle Western States keeps corn the cheapest canned vegetable on the list, and with a quality probably 5c to 7½c per dozen better value than was available a year ago an enormous consumer support should rally to this food. This is especially true with tomatoes and peas both short on production. Standard No. 2 corn is quoted at 65c dozen Eastern factories or Ohio; a few in Indiana will sell at 65c, but 70 to 75c seems to be basis applying on Illinois, Iowa and Wisconsin packs.

Peas—Some early upward revisions are threatened; remaining stocks are now in hands of people plenty able to carry them, and any interested bankers have been shown the certainty of a cleanup on stocks of late winter; so, barring the danger of scaring off consumers, we may expect to see pea prices maintained at levels "all the traffic will stand." There are practically no makings for any declines on peas.

Sardines—Maine pack offered at additionally attractive prices, but with the reduced production these present low figures cannot last.

A new complication now comes into consideration. Imported sardines from Scandinavia, which are financed directly or indirectly through English banks, are lowered on price because of radical decline on English exchange. This would be even more serious if there had been a heavy run of Norway sardines.

California sardines will soon be in production again, and with a market quite bare of supplies that excellent food value will no doubt meet with heavy sales. This is a year when such goods will probably be especially popular, good food, cheap price.

Field Warehouse Business—The several concerns who are specializing in this business all report much activity. The larger banks, who are principally concerned in loans on such collateral, seem to have plenty of money to loan on conservatively appraised staple canned foods, and an enlargement of the service these people are performing may prove at least part of the solution of the long-standing question of whether the jobber or canner should carry the surplus stocks likely to be in canners' hands right after completion of the pack.

Canners who do not understand fully the service the field warehouse concerns can render should give full attention to the possibilities in that direction.

GULF STATES MARKET

By "BAYOU."
Special Correspondent of "The Canning Trade."

Not Many Shrimp Packed in This Section During the Past Week—No Occasion for the Juggling of Prices by the Canners—Weather Turned Hot Again, With Plenty of Rain, and Oysters Not in Good Shape.

Mobile, Ala., October 8, 1931.

SHRIMP—There were not many shrimp packed in this section this past week, due to the scarcity of Shrimp. The weather was somewhat unfavorable, but the main reason was that the shrimp have left this coast and have migrated to other shores, hence the heavy pack is over with and from now on the factories will hardly get enough shrimp to operate two full days a week. The bulk of the shrimp pack for this season is over with and the few seafood canneries now operating will simply hang on for a few weeks longer, and probably shut down before the end of the season.

The seafood factories that canned shrimp this season did very well, but there were not many, as over half of them did not turn a wheel this year, therefore the pack thus far is below normal.

Under the circumstances, there is no occasion for the juggling of prices by the canners, and the market should steady up right away and remain firm for several months to come. Packers should not get overanxious to move their stock, because sales now have to be humored along. At the same time, they should not go all to pieces when the buyers quit 'em cold, because they do this with all commodities the minute the immediate requirements of the trade are supplied; the buyers stop buying and they go to shopping for prices. Right now is when concerted action on the part of the packers is needed, and the canners should put a price tag on their stock of shrimp and tell the buyers that they are there at those prices whenever they need them, and may rest assured that the shrimp will move slowly but surely at the tag price. Of course, this does not mean that prices should be boosted unreasonably high, but a fair margin of profit is essential and should be maintained if the canners are to remain in business. The buyers are not concerned as to how much money the packers lose on a pack, therefore it is up to the packers to fix and maintain a price that will enable them to stay in business.

The immediate requirements of the trade for canned shrimp having already been taken care of, it is natural for the demand to be slack. This being the case, it is like going up against a brick wall trying to sell shrimp.

The price of canned shrimp has been irregular, ranging from $1.20 to $1.35 per dozen for No. 1 medium and from $1.40 to $1.55 per dozen for No. 1 large, f. o. b. factory. However, the price now maintained is about $1.30 per dozen for No. 1 medium and $1.50 for No. 1 large, f. o. b. factory.

Oysters—The weather turned hot again with plenty rain and the oysters are not in such good shape, as the change has made them poor However, the demand holds up well considering the unfavorable weather. Nevertheless, no real oyster business is expected until honest-to-goodness cold weather sets in, which from the look of things will not be soon.

The oyster pack will present a greater problem this season than it has in previous years, because the financing of a pack becomes a more serious proposition each year of the depression.

The oyster pack is naturally a bulky one that has lots of waste and requires a good deal of labor and time to handle it.

A barrel of fresh shell oysters weighs approximately 300 pounds and only yields about five and one-half pounds of oyster meat, or turns out about 17 five-ounce cans of cove oysters, therefore a canning factory has to handle 300 pounds of shells to get about five and one-half pounds of oyster meat for the cans.

With shrimp it is different. A barrel of shrimp that weighs 200 pounds will yield about 25 pounds of shrimp meat for canning, so it is much less trouble canning shrimp.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Recent Flurry in Shipments of Canned Products for Great Britain and the Continent Now Explained—The Feature of the Market During Past Week Has Been the Change in Tomatoes.

Berkeley, Cal., October 8, 1931.

THE recent flurry in shipments of California canned products out of the port of San Francisco for Great Britain and the Continent is now explained by the desire of shippers to get orders on their way before they might be cancelled. The monetary troubles abroad were scented by business interests before they came into general notice and canners having orders for export on hand made every effort to protect themselves and at the same time to save the business booked. Stories are now going the rounds of the heavy losses taken by California firms who sell canned and dried fruits abroad, due to the decline of the pound sterling. These are largely exaggerated as a survey of the situation indicates that most firms handling business of this kind have covered their contracts by the sale of ex-

change and only a few have suffered. A few of the smaller firms, having little knowledge of foreign exchange, may suffer losses. The leading packing companies are well covered on contracts up to the end of the year, at least. The California Packing Corporation has announced that it sells less than 4 per cent of its products in countries of the British Empire. Officials of the Hawaiian Pineapple Company, Ltd., advise that if its entire British business was lost, it would not amount to more than the loss of one good domestic customer. Not that foreign business is not desired, or is not gone after energetically, but that it is not an especially heavy item with most Coast packers. These two prominent concerns, and others as well, in making contracts for 1931 deliveries, protected themselves against a decline in foreign exchange. The usual procedure, it is explained, upon receipt of an order, is to go to the banks and cover the transaction by sale of exchange. Another method is to sell goods with exchange for the account of the buyer, who thus assumes the risk incident to exchange fluctuations.

That Great Britain's abandonment of the gold standard and the subsequent drop in exchange value of the pound sterling will result in loss and embarrassment to some shippers was brought out at a meeting of the export committee of the San Francisco Chamber of Commerce, held early in October. At this gathering twenty-five large exporters agreed to allow British buyers to cancel contracts made on a gold dollar basis, provided they accept shipments en route over seas. No estimate of the amount of the contracts involved was made at the time, but individual shippers reported they were faced with losses running as high as $25,000. This does not take into account cargo space reserved and on which deposits have been made. Cables were read from the London Board of Trade denying that it had ruled that members must fulfill contracts made with American shippers previous to England's departure from the gold basis. Word was received from the London Chamber of Commerce advising that its members would insist that American shippers fulfill their contracts made on the pound sterling basis. With the pound sterling now quoted at less than $4, American shippers stand to lose about 20 per cent on money received for cargoes shipped to Great Britain. Decision not to press British buyers for fulfilment of contracts based on the gold dollar, San Francisco Chamber of Commerce officials said, was aimed at retaining the good will of United Kingdom importers. Apple shippers and others seem reconciled to the loss of the business on hand and are permitting cancellations in the hope of regaining it later.

Just what effect the export situation will have on the domestic canned foods market remains to be seen, but it is not believed that it will be marked. There are just as many mouths abroad to be fed as before the monetary tumble, and it is highly probable that many of the orders that have been cancelled will be placed again at an early date under new arrangements. The situation is much less disconcerting than would have been the case had it come a year ago. Last year's packs were very heavy, record-breaking on many items, in fact, and any additional amount thrown back on the domestic market would have helped pile up the misery. This year's packs are very light, so light that in some lines there have been suggestions made of a shortage, even with restricted consumption. So far the cancellation and threatened cancellation of orders for the British markets have had no effect on prices in this market, as far as can be learned.

The feature of the local canned foods market during the past two weeks has been the change in the situation on tomatoes. For weeks spot tomatoes sold on the basis of 80c for No. 2½ standards, despite the indications of a very light pack and the improvement in the situation elsewhere. Then came an advance of five cents a dozen on the part of a leading packer, and within a week this has been followed by two similar advances, bringing the price on this size and grade up to 95c. Some of the larger packing interests, including the California Packing Corporation, have not brought out formal opening prices, but thtse are expected at any time. Spot prices are being guaranteed against the opening prices soon to be named. Prices on standard tomatoes are firm at 65c for No. 1, 75c for No. 2, 95c for No. 2½ and $3 for No. 10. Solid pack is quoted at 90c for No. 1, $1.15 for No. 2, $1.45 for No. 2½ and $4.75 for No. 10. A very light pack of this grade is being made this year. Tomato juice is again being quoted, with the No. 1 tin priced at 72½c a dozen and No. 2 at 85c.

The annual meeting of the Association of Pacific Fisheries is being held this week at Harrison Hot Springs, B. C., with about one hundred canners and fisheries executives in attendance. Canners reported that the demand for canned salmon has been reasonably good of late in the United States, but that prices on some items were below production costs. The movement on Alaska reds, Puget Sound sockeyes and Columbia River chinooks is considered satisfactory, there being no over-supply, with a well-established market for these. Buyers have been holding off on pinks on account of the large pack, feeling that prices might work lower. There is no pressure to sell at prevailing prices and canners are hopeful that they will soon be able to at least realize cost on the fish that is moved.

No changes have been noted of late on prices of California fruits and these are being well maintained in face of a rather restricted demand. Doubt is expressed whether sales of late have kept pace with consumption, holdings in some parts of the country being the lowest on record.

Director C. F. Gulick, of the Danville, Cal., Farm Center, has raised the question as to whether or not diseased orchards are a nuisance, and if it is not possible that they can be abated as such. The questions are to be placed before the county district attorney for an opinion. The farm director suggests that if neglected and diseased orchards, that threaten the welfare of adjoining properties, can be ordered uprooted by a court ruling, agriculturists would win a great victory.

While the peach curtailment plan, calling for the uprooting of unprofitable orchards in California, has not proved the success anticipated by its sponsor, F. E. Janev. president of the Sutter Co-operative Growers, drought and pests have aided in reducing the acreage. The uprooting plan called for the elimination of 80,000 tons of canning cling peaches, but the $2.50 per ton bonus offer to growers brought in only 6,883 acres, representing 47,000 tons of production. However, lack of water, pests and inattention accounted for almost an equal acreage that will undoubtedly be uprooted, reducing production permanently.

Seventy-five canneries in California gave employment to 29,000 women and minors during the August peak employment period, according to a report of the State Department of Industrial Relations. Operations are now on a limited scale, being confined to tomatoes, the packing of which is nearing an end, and specialties, such as fruits for salad.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., •Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.75
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq.	.....	3.50
Small, No. 1 sq.	.....	2.85
Green Mammoth, No. 1 sq.	3.40	3.10
Small, No. 1 sq.	2.80	2.70
BAKED BEANS‡		
In Sauce, 8 oz.	.45	.....
10 oz.	.60	.....
16 oz.	.62½	.....
No. 2½	1.25	.....
No. 10	3.35	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2.	.55	.55
Standard Cut Green, No. 10	3.00	3.25
Standard Whole Green, No. 2	.90	.....
Standard Cut Wax, No. 2	.75	.....
Standard Cut Wax, No. 10	3.75	.....
Red Kidney Standard, No. 2	.90	.....
Standard, No. 10	4.25	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2 Tiny Green	1.75	1.75
No. 10	9.00	.....
No. 2, Medium Green	1.45	.....
No. 10	8.00	.....
No. 2, Green and White	1.10	1.20
No. 10	5.50	.....
No. 2, Fresh White	.90	.90
No. 10	5.00	.....
Soaked, No. 2	.77½	.....
BEETS‡		
Baby, No. 2	.....	1.85
Whole, No. 2	1.15	.....
Whole, No. 3	1.25	.....
Whole, No. 10	3.75	4.00
Cut, No. 2	.80	1.20
Cut, No. 10	2.25	.....
Diced, No. 10	3.90	.....
CARROTS‡		
Standard Sliced, No. 2	.70	1.05
Sliced, No. 10	3.50	.....
Standard Diced, No. 2	.65	.....
Diced, No. 10	3.25	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.95
Extra Standard, No. 2	.....	.90
Extra Standard, No. 10	.....	.....
Shoepeg Fancy, No. 2	.87½	.....
Extra Standard, No. 2	.82½	.....
Standard, No. 2	.75	.....
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.90	.....
Extra Standard, No. 2	.75	.....
Standard, No. 2	.70	.90
Standard, No. 10	4.00	4.50
HOMINY‡		
Standard Split, No. 3	.90	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard, No. 2	.82½	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	1.10	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.72½	.....
No. 2 Fancy Sweets, 2s	.....	1.75
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.20
No. 5 Std. Sweets, 2s	.....	.....
No. 4 Early June, 1s	.....	.....
No. 1 Std. Alaskas, 2s	1.15	.....
No. 2 Std. Alaskas, 2s	1.00	.....
No. 3 Std. Alaskas, 2s	.90	1.00
No. 4 Stds. Alaskas, 2s	.85	1.05
No. 2 Std. Alaskas, 10s	5.00	.....
No. 3 Std. Alaskas, 10s	4.75	5.50
No. 4 Std. Alaskas, 10s	4.50	5.00
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	1.00	.....
No. 10	2.40	.....

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.80	.75
No. 3	.85	.90
No. 10	2.55	2.75
SPINACH‡		
Standard, No. 2	.70	.70
No. 2½	.95	1.10
No. 3	1.05	~~
No. 10	3.00	3.00
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	1.30	.....
Standard Green Corn, Dried Limas, No. 2	1.05	.....
(Triple) No. 2 (with tomatoes)	1.20	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.....	.....
No. 2½	.90	1.00
No. 3	1.00	1.20
No. 10	3.25	3.50
TOMATOES‡		
Extra Standard, No. 1	.50	.....
F. O. B. County	.47½	.40
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.10	.....
F. O. B. County	1.00	.....
No. 10	.....	.....
F. O. B. County	3.00	.....
Standard, No. 1	.50	.....
F. O. B. County	.47½	.....
No. 2	.70	.67½
F. O. B. County	.65	.....
No. 3	1.05	.....
F. O. B. County	1.00	1.00
No. 10	3.25	.....
F. O. B. County	3.15	3.25
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, So. 1, Whole Stock	.37½	.37½
No. 10, Whole Stock	2.50	2.25
Standard, No. 1 Trimmings	.35	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

	Balto.	N.Y.
APPLES‡ (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	2.60	.....
Pa., No. 3	1.25	.....
No. 10, solid pack	3.50	.....
APRICOTS* (California)		
Standard, No. 2½	1.60	1.60
Choice, No. 2½	1.80	1.70
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	.....	1.50
No. 3	.....	.....
No. 10, water	4.00	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.70
No. 10	5.35	5.00
CHERRIES*		
Standard Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	6.25	.....
California Standard, 2½	2.40	1.90
Choice, No. 2½	2.60	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.65	.....
No. 2	1.35	1.30
No. 5	4.10	4.25
No. 1 Juice	.85	.....
No. 5 Juice	4.00	.....
PEARS*		
Standards, Keifer No. 2, in syrup	1.00	.....
Fancy, No. 2½	1.50	.....
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.15
Choice	2.75	1.95
Standard, No. 10	6.50	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.40	1.50
Choice, No. 2½, Y. C.	1.65	1.65
Fancy, No. 2½, Y. C.	.....	2.10
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, No. 2½	1.80	1.95
Sliced Standard No. 2½	1.65	1.70
Sliced Extra, No. 2	1.80	1.95
Sliced Standard, No. 2	.....	1.50
Grated, Extra, No. 2	.....	1.75
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.85	.....
Preserved, No. 2	1.70	.....
Extra, Preserved, No. 1	.95	.....
Extra, Preserved, No. 2	1.90	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	2.75	.....
No. 10s	11.00	.....

Canned Fish

	Balto.	N.Y.
HERRING ROE*		
10 oz.	.75	.....
17 oz.	.80	.....
19 oz.	1.00	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.25
¼-lb. cases, 4 doz.	.....	1.60
OYSTERS*		
Standards, 4 oz.	1.00	.....
5 oz.	1.10	1.10
8 oz.	2.00	.....
10 oz.	2.20	2.30
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	2.50	2.50
Flat, No. ½	1.70	2.20
Cohoes, Tall, No. 1	1.85	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.75	.92½
Pink, Tall, No. 1	.92½	.....
Sockeye Flat, No. 1	3.40	.....
Flat, No. ½	.75	.....
Chums, Tall	.87½	.87½
Medium, Red, Tall	2.00	.....
SHRIMP§		
Dry, No. 1	1.40	1.50
Wet, No. 1, Large	1.60	.....
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.20
¼ Oil, Decorated, Keys	.....	†3.70
¼ Oil, Tomato, Carton	.....	†4.10
¼ Oil, carton	.....	†4.10
½ Mustard, Keyless	.....	†3.20
¾ Mustard, Keyless	.....	†2.90
California Oval, No. 1	3.35	†3.25
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼	3.35	.....
Striped, ½s	4.75	6.25
Striped, 1s	8.50	11.50
Yellow, ¼s, Fancy	4.90	.....
Yellows, ½s, Fancy	7.80	6.50
Yellow, 1s	14.60	12.50

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTERS, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking
Planters Mfg. Co., Portsmouth, Va.
Baskets, Wire, Scalding, Picking, etc. See Cannery Supplies.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore
Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GEARS, SPROCKETS, Etc.
Slaysman & Co., Baltimore.

GENERAL AGENTS for Machinery Mfrs.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.

A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.

GUMS, for labels and cases
F. G. Findley Co., Milwaukee, Wis.

Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.

Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.
R. J. Kittredge & Co., Chicago
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
F. G. Findley Co., Milwaukee, Wis.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.

Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.

Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

***SILKING MACHINES, Corn.**

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.

Sprague-Sells Corp., Chicago.

TANKS, Wooden.

Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.

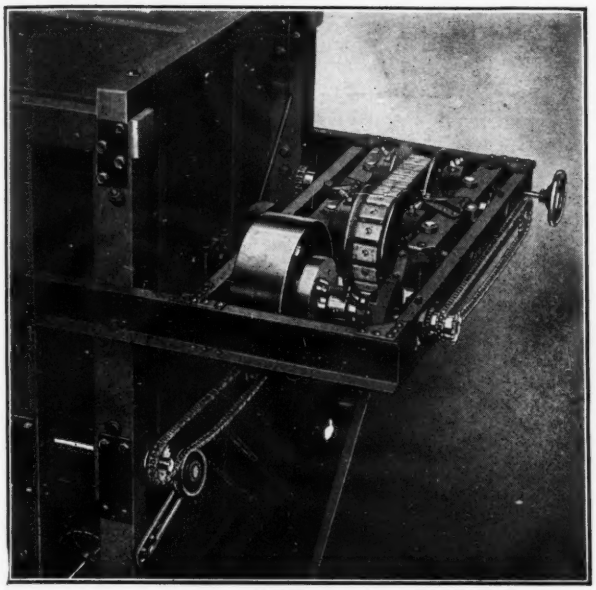
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.

Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, O.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.



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